

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

Fm

Vol. XX, No. 6

U. P. C. Building, 230 W. 30th St.
New York, N. Y.

June, 1921



These Warehouses, located on private sidings on the C. M. & St. P. in the heart of the wholesale district, and within a few minutes of the principal retail district, are ideal for distribution to city dealers.

*"The Great Central
Warehouses In
The Great Central
Market"*

The Great Central Warehouses are located in the center of the city and have direct rail connection via Chicago Junction Railway with every road entering Chicago which makes it possible to reship less than car lots without use of teams.



*Cut Your Distribution Costs
in the
Great Central Market*

A good director of distribution, like a good general, locates his bases of supply as close as possible to the scene of their use.

For the rich Middle West, that base should be the warehouses under Currier-Lee management.

In all of these buildings you receive a minimum insurance rate, which presupposes the maximum protection. There are no switching charges.

Currier Lee Warehouse Co Great Central Warehouse Co
427 West Erie St. Chicago, Ill. 3611-3635 Iron St. Chicago, Ill.

Both companies under the management of J. Edgar Lee,
Pres., Sidney A. Smith, Vice-Pres., H. G. Tucker, Secretary.



Editorial Contents, Page 3

Published Monthly. \$2.00 Per Year

Advertisers' Index—123, 124 and 125

Entered as second-class matter January 9, 1916, at the Post Office at New York under the act of March 3, 1879.

"The Freight Car of the Highways"



Warehousemen!

If you haven't already investigated Tower Trucking Performance, it will gratify you to know WHY this motor truck has found such favor in the warehousing field.

In the first place: Your business requires economically operated motor trucks.

The Tower is famed for economical maintenance.

Furthermore: You insist upon strongly built carriers.

The Tower incorporates Brute Strength.

Again: The very growth of your business depends upon the continual operation of your motor trucks.

The Tower has built an enviable reputation on "uninterrupted performance at uncommonly low ton-mile cost."

And: You require trucks whose varied capacities make any hauling entirely convenient.

The Tower is built in 1½, 2½, 3½ and 5 ton models.

It is little wonder, therefore, why some warehousemen have become Tower Distributors.

Without obligation, write today and learn more about the TOWER

Direct Factory Branches:

Minneapolis—Chicago—Indianapolis—Detroit

Tower Motor Truck Company
Greenville Michigan

TWO TIMELY TIPS

On Business Building and Money Saving

ONE

RESULTS, not words, are demanded now, and that is the reason why we give here in few words some the results Household Goods shippers the country over secure through

TWO

DECREASED handling cost and the saving of money on merchandise for distribution are mighty important now—a live problem successfully solved for many concerns by

TRANS-CONTINENTAL FREIGHT COMPANY

CONSOLIDATED CARLOAD SERVICE

First—decided saving in freight bills, and right here is a point which touches the warehouseman's business as it affords a means of pointing out to customers how they can avoid being "touched" so hard for their shipping expense.

Exactly! Tips like that do build Good Will, for everyone likes to save money. What's more, everyone does save money—likewise time and trouble—through our service, because it covers every factor which makes for safety, speed, satisfaction and economy as well as covering the entire country.

Yes, results, not words—that's the demand today, which reminds us that it is due to the results which shippers have secured through our service that the demand for it insures that constant volume of traffic which alone makes prompt consolidated shipments possible.

Say the word and our Experts are at your service without cost or obligation



MERCHANDISE DISTRIBUTION SERVICE

As every manufacturer knows, in order to render a satisfactory service of this nature, two things are essential—adequate warehouse facilities and an organization equipped to handle goods promptly.

The former we have at 622-626 W. 35th Street, on the N. Y. C. R. R. at New York, and as to the equipment of our organization for this class of work, we refer to any of the following manufacturers who can speak from experience

Lever Bros., Cambridge, Mass., Makers of Lux; Brunswick-Balke Co., Chicago, Ill., Makers of Phonographs; Cashier Cash Register Co., Los Angeles, Calif.; Dalton Adding Machine Co., Cincinnati, Ohio; Paradise Spring Water Co., Cincinnati, Ohio.

Write us for further particulars concerning this service, get the facts that save the dollars. Ask any of the above concerns just what is meant by the slogan—the service which is different. They will tell you—"different in its methods, results and costs." Then put your distribution problem up to us and you will see why.

So say the word and you will get results—the kind of results your customers desire

TRANS-CONTINENTAL FREIGHT COMPANY

Export and Domestic Freight Forwarders

Consolidators of Machinery, Household Goods, Automobiles and Pianos and Everything for Export

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13th & Kearney Sts., Portland, Oregon

WRITE THE NEAREST OFFICE

ENOZ KILLS MOTHS

Recommended by Investigating Committee of
Illinois Furniture Warehousemen's Association
for Exterminating Moths in Warehouses

AT a meeting of the Illinois Furniture Warehousemen's Association last September a special committee was appointed to investigate ENOZ and its use in warehouses for exterminating moths.

They reported as follows:

"We feel warranted in recommending **ENOZ MOTH LIQUID** as more effective for exterminating moths than anything we have seen used."

The committee thoroughly investigated the claims of the Enoz Chemical Co. They tested ENOZ. And their conclusion was that it does kill moths, moth worms and moth eggs and without damaging in any way furniture or upholstery.

They further recommended that as each lot of furniture was received for storage it be carefully sprayed with ENOZ before piling away, also that the floors and walls of each storage room be sprayed with ENOZ.

ENOZ MOTH LIQUID is the one moth **killer** on the market. It actually kills moths, moth worms and moth eggs

—it doesn't merely "smell them away." And it will not stain nor injure the finest fabrics, furs or feathers.

Moths work every month in the year. Your warehouse may seem free from moths, but hidden away in the upholstered parts of furniture you may have stored millions of moth eggs which will hatch into the destructive moth worm. ENOZ being a liquid penetrates every crack and seam and finds the moth and kills it, no matter where it is hidden.

Our special free trial offer permits you to try ENOZ, **without cost** if it does not meet all of our claims.

ENOZ CHEMICAL CO.
CHICAGO, ILL.

Special—Free Trial Offer.

ENOZ CHEMICAL CO.,
705-7 No. Wells St., Chicago, Ill.

Gentlemen: In accordance with your advertisement in "Distribution & Warehousing" ship me, all charges prepaid, 5 gallons ENOZ MOTH LIQUID with a suitable Sprayer. I will use it freely. If not satisfactory will return remainder to you within 30 days, charges collect. If it meets your claims will remit for 5 gallons ENOZ and Sprayer \$12.00.

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Reduced Freight Charges and Through Car Service for shipments of Household Goods and Automobiles to

**CALIFORNIA
OREGON
WASHINGTON
COLORADO**

MONTANA IDAHO UTAH
WYOMING ARIZONA NEBRASKA
NEW MEXICO

TEXAS, OKLAHOMA

KANSAS BRITISH NORTH-WEST MINNESOTA

and
FLORIDA

*Export Shipments of All Commodities
to All Parts of the World*

Write nearest of any of above named offices for
information, which will be cheerfully and
promptly furnished.

*When you have shipped via "Judson" you have
made a friend.*

JUDSON
Freight Forwarding Co.

Your City Hauling Costs can be cut 20% to 35%

Gentlemen, the time has come to take a new look at your delivery system—to divide it into its proper parts.

On very long trips, or routes where stops are few and far between, the gasoline truck is the right truck to use. But on city routes where the haul is short or stops are frequent, you could not afford to use your gas trucks or horses and wagons if you had got them for nothing—could not afford them in comparison with Ward Electrics.

If you are operating horses and wagons or gas trucks on city routes you are wasting 20% to 35% on your delivery system.

The supposed economy of the horse-and-wagon is a fallacy—you must know this if you charge up to your delivery expense the interest on your investment in stables, land occupied by stables, wagon sheds, etc., and maintenance, and depreciation on buildings and equipment. These costs are altogether too high, because even a single horse-and-wagon, and its share of the buildings and land, take up on the average 3,000 cubic feet compared with about 500 cubic feet for a Ward Electric.

It costs more to feed a horse than it does to keep a Ward Electric in current for the same work. It costs more to keep a horse in shoes than it costs to keep a Ward Electric in tires for the same mileage.

As for the gasoline truck on city routes, its supposed speed is a fallacy. Your trucks are standing still so much of the time—while making deliveries, waiting in line or in traffic—that attention should be turned from how fast they can run to how cheaply they can run and how long they will last.

Compared with the gasoline truck, Ward Electrics will make a substantial saving per day, per trip, per mile or per delivery—in many cases the saving has been as high as 50%. They operate at the most efficient speed for economy. This not only lowers cost, but prevents overspeeding, joy-riding and accidents.

When a Ward Electric stops, all running expense stops; there is no engine to be left running.

Ward Electric trucks are built to last 10 years and longer—you can safely depreciate them at 10% a year as compared with the average life of less than 5 years for either horses or gas cars in similar service.

These efficient, economical trucks are so simple that they require practically no attention. You can teach a man to drive one in a half hour, and he doesn't have to be a mechanic.

With Ward Electrics your drivers can get through traffic quicker, can turn better in crowded streets, back up to loading platforms and get away quicker, and they can go in places where gasoline trucks are forbidden.

On the hottest days of summer, when the horse falters, and in the snows of winter, when the physical energy of the horse limits his service, and when gasoline trucks make their repeated trips to the re-

pair shop, Ward Electrics complete their deliveries better than either. Isn't it significant, for instance, that in the baking industry—which has to market its output every 24 hours no matter what the weather—that in this business nearly every leading baker relies upon Ward Electrics, the fleets ranging from 10 to 15 trucks up to nearly 1,000?

We make this clean-cut statement: If you will look at your routes or trips individually, you will find that, in city hauling, you can cut your truck costs 20% to 35%—and in some cases 50%—by using the economical Ward Electrics.

Why not let us sit down with you and prove this? Fill in the coupon below, attach it to your letterhead and mail it to us.

Ward Motor Vehicle Co., Mt. Vernon, N. Y.

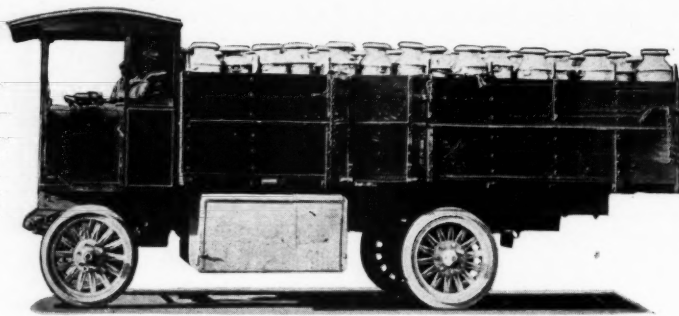
COUPON

Ward Motor Vehicle Co., Mt. Vernon, N. Y.
You may send us your facts on delivery economies.

Name

Address

No. of City Routes.....(D-W-6-21)



Isn't it significant to you that in businesses where margins are smallest and delivery problems greatest—the bread business, the dairy business, the laundry business, department stores—electric trucks lead hands down?

Ward Electrics

**6 SIZES: 750
TO 10,000 LBS.**

All The Driver Does Is Drive!



Part of the American Can Company's Fleet of LAPEERS

Lapeer Trailers!

Examine the Brakes on the next Lapeer you see. Like the coupling device, they operate automatically, supplementing the braking effort of the tractor, and make semi-trailer operation safe and sure.

No other semi-trailer is so equipped. Write for our literature.

M. E. Ryan {^{Sale}distributor}

2807 South Michigan — Chicago, Illinois.

You cannot get a truck that is better suited to your business than a Federal

There is a capacity built to fit your needs—
a body made to meet your requirements

Federal engineers know the needs of
business—and build Federal trucks to
efficiently and economically fit them

Another

FEDERAL

One to Seven Ton Capacities

The strongly entrenched position of Federal in the carting industry is due to the stories of Federal performance — related by Federal owners. E. Eckert & Son, Buffalo, N. Y., is one of the many concerns finding Federal reliable, rugged, powerful—equal to every emergency of road and load.

FEDERAL MOTOR TRUCK CO.
94 FEDERAL AVE. DETROIT, MICH.



DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MAT-
TER, JANUARY 29, 1916, AT THE POST

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Volume XX

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No. 6

STANDARDIZED FORMS

The First of These, "Report of Condition," Effects Economy, Efficiency and Simplification in the Business of Distributing Through Warehouses

IF every form used in the business relationship between shipper and warehouseman could be standardized so that with the minimum of effort it would produce the maximum of result, a long step forward in economy in distribution would be taken.

There are shippers who are of the opinion—and there are warehousemen who are in agreement with that opinion—that the multitude of forms employed to-day in the marketing of commodities from the factory through the public storage plant to the retailer can be boiled down to a practical few.

It is because the conviction is held that much can be done in standardization that the Shippers' Warehousing & Distributing Association was organized nearly a year ago by manufacturers who distribute through public warehouses. And the first special committee created by this organization of traffic managers was one assigned to work toward that standardization.

That committee has accomplished something definite. In co-operation with a committee of storage executives representing the American Warehousemen's Association the standardization committee gathered some seventy varieties of the forms which the warehousemen have been using individually to notify the shippers of the arrival of goods at warehouses. Hardly any two forms were alike in size or color or text. A composite form which both committees believed should be generally adaptable by both shipper and warehouseman was devised, and that form was discussed and altered in some respects at an all-day conference at the convention of the American Warehousemen's Association at White Sulphur Springs last December, both traffic managers and warehousemen taking part in the conference.

ONE of the warehousemen who attended the White Sulphur Springs conference is W. A. Sammis, secretary and manager of the Central Storage Co., Kansas City. Mr. Sammis took a copy of the standardized form home with him and, revising it slightly, put it into operation.

For the Central Storage Co. this "Report of Condition" form has worked efficiently and economically. It gives, to quote Mr. Sammis, "the maximum of results with a minimum of effort," and Mr. Sammis recommends it for general use between manufacturer and warehouseman.

(Continued on next page)

Standardized Forms

(Continued from preceding page).

THIS shows what can be done. Fifteen months ago no attempt had ever been made, by traffic manager and warehouseman working jointly, to standardize the documents they commonly use. Organized co-operation has accomplished what men working individually could not do. The "Report of Condition" form is but the first step forward. Other steps will be taken—for that is what the Shippers' Warehousing & Distributing Association was organized for. As time goes on, other documents will be standardized. Controversies over methods and documents and practices will become annoyances of the past. Economy will be effected and the growing business of distributing through warehouses will be greatly simplified.

To attain this economy and simplification the more quickly, a steady growth in the membership of the Shippers' Warehousing & Distributing Association is desired. Expansion of this membership will be undertaken at the convention which the shippers' organization will hold at Pittsburgh on June 16 and 17. A forecast of the coming convention begins on page ??.

Meanwhile traffic managers and warehousemen will be interested to read Mr. Sammis's own "how and why" story of the "Report of Condition" form—the first standardized document ever devised of common benefit to shipper and storage executive. The story follows:

The "Report of Condition"—How It Operates

By W. A. SAMMIS

Secretary and Manager, Central Storage Co.

SINCE our business was established it has been our constant aim to use forms that would give the shipper all the desired information covering receipts and deliveries in complete form and at the same time be simple and economical for us to handle.

As a result of the co-operative movement between warehousemen and shippers, a "Report of Condition" form, covering receipts of merchandise, was worked out in conference by committees representing the American Warehousemen's Association and the Shippers' Warehousing and Distributing Association at the A. W. A. convention at White Sulphur Springs, W. Va., in December, 1920.

Form Is Efficient

It appealed to us as most efficient, as our experience has been that the majority of storers and shippers carry spot and storage stocks for distribution only and do not require either a formal negotiable or non-negotiable receipt. We believe this condition prevails with a large percentage of the public merchandise warehouse business of the country.

We therefore adopted the form with slight revision and have had very gratifying success with it, both as to satisfied customers and economy of operation in combination use with other forms formerly made in separate operation.

This "Report of Condition" is in no sense a warehouse receipt and should not be considered as such. There is doubt in the minds of some as to its construction by the courts but it is high-

"Report of Condition"

First Standardized Form—
Let's Use It!

ON the opposite page is shown the "Report of Condition" form devised by the Shippers' Warehousing & Distributing Association and used by the Central Storage Co. of Kansas City. In this article Mr. Sammis says that the form enables the warehouseman to furnish the shipper with a complete report of goods arriving at warehouse. "The shipper can close the transaction at once," Mr. Sammis adds; and, for the warehouseman, "collections are easier and more prompt."

Mr. Shipper, this form was worked out to effect economy and simplicity in your relationship with warehousemen. Why not write to every warehouse through which you distribute and ask that the form be put into use?

Mr. Warehouseman, a company in your own industry recommends this form because of its efficiency and economy. Why not put it into operation in your own business and obtain the advantage of it which is accruing to the Central Storage Co. of Kansas City?

ly improbable that the use of a "Report of Condition" so marked as a negotiable or a non-negotiable would be attempted. If the storer wants a negotiable or a non-negotiable receipt in addition to the "Report of Condition," we furnish it, but the instances have been very few.

With the minimization of operations as our aim we devised a set of forms illustrated on page 9. They are printed on white paper, standard letter head size, 8½ x 11 inches. In one typewritten operation we make No. 1, Office Copy; No. 2, Customer's Report of Condition; No. 3, Bill for Services; No. 4, Check List for Car Checker; and No. 5, Check List for Floor Man in charge of piling the goods in the warehouse.

How Form Operates

At the present time, shipper's advice of contents comes to us in every form conceivable, so it is necessary that our checkers and pilers have uniform check lists to work with.

In most cases the complete set of forms showing all charges is made in one writing when a shipper's manifest is received. When a car is set, copy No. 4 is given to the car checker and copy No. 5 is given to the piler on the floor on which the goods are to be stored.

are given to superintendent for the Vet When the unloading is completed, copies are given to the superintendent for comparison. Damaged goods go immediately to the reconditioning room and a notation of same is made by the

(Concluded on page 10)

1 OFFICE COPY REPORT OF CONDITION
 STORED BY CENTRAL STORAGE COMPANY
 KANSAS CITY, MO.
 Deliverable to him or them.
 For R. R. Way Bill Date and No. Freight Bill No.
 From Car Initial and Number Loading Seal North South Date Shipped East West
 Shipped from Warehouse No. At Commodity Lot No. Date Arrived
 QUANTITY COMMODITY WEIGHT VOL. CUBIC FEET CUBIC YARDS
 Unloading North South East West
 Storage Charge Handling Charge
 Total
 CENTRAL STORAGE COMPANY
 Paid on Stock Record by Charges Paid to Ledger by

2 REPORT OF CONDITION
 STORED BY CENTRAL STORAGE COMPANY
 KANSAS CITY, MO.
 Deliverable to him or them.
 For R. R. Way Bill Date and No. Freight Bill No.
 From Car Initial and Number Loading Seal North South Date Shipped East West
 Shipped from Warehouse No. At Commodity Lot No. Date Arrived
 QUANTITY COMMODITY WEIGHT VOL. CUBIC FEET CUBIC YARDS
 Unloading North South East West
 Storage Charge Handling Charge
 Total
 CENTRAL STORAGE COMPANY

3 BILL FOR SERVICES RENDERED BY
 STORED BY CENTRAL STORAGE COMPANY
 KANSAS CITY, MO.
 Deliverable to him or them.
 For R. R. Way Bill Date and No. Freight Bill No.
 From Car Initial and Number Loading Seal North South Date Shipped East West
 Shipped from Warehouse No. At Commodity Lot No. Date Arrived
 QUANTITY COMMODITY WEIGHT VOL. CUBIC FEET CUBIC YARDS
 Unloading North South East West
 Storage Charge Handling Charge
 Total
 CENTRAL STORAGE COMPANY
 THESE CHARGES ARE DUE NOW. PLEASE REMIT

4 WAREHOUSE COPY REPORT OF CONDITION
 STORED BY CENTRAL STORAGE COMPANY
 KANSAS CITY, MO.
 Deliverable to him or them.
 For R. R. Way Bill Date and No. Freight Bill No.
 From Car Initial and Number Loading Seal North South Date Shipped East West
 Shipped from Warehouse No. At Commodity Lot No. Date Arrived
 QUANTITY COMMODITY WEIGHT VOL. CUBIC FEET CUBIC YARDS
 Unloading North South East West
 Storage Charge Handling Charge
 Total
 CENTRAL STORAGE COMPANY

5 COPY OF REPORT OF CONDITION
 STORED BY CENTRAL STORAGE COMPANY
 KANSAS CITY, MO.
 Deliverable to him or them.
 For R. R. Way Bill Date and No. Freight Bill No.
 From Car Initial and Number Loading Seal North South Date Shipped East West
 Shipped from Warehouse No. At Commodity Lot No. Date Arrived
 QUANTITY COMMODITY WEIGHT VOL. CUBIC FEET CUBIC YARDS
 Unloading North South East West
 Storage Charge Handling Charge
 Total
 CENTRAL STORAGE COMPANY

Co-operation brought into existence the above form, the first ever standardized of the multitude of forms which have been used for years in the business relationship between shippers and warehousemen. This "Report of Condition" was adopted and is recommended by the Central Storage Co. of Kansas City after it had been worked out by committees representing the Shippers' Warehousing and Distributing Association and the American Warehousemen's Association. The form is for use by the warehouseman in reporting to the shipper the arrival of goods, and is not in any sense a warehouse receipt, either negotiable or non-negotiable. An explanation of the use to which the five copies are put by the Central company begins on the opposite page.

The "Report of Condition"—How It Operates

(Concluded from page 8)

checker on copy No. 4. The floor man's list, No. 5, will check short the damaged goods which have gone to the reconditioning room. The superintendent makes the proper notation of same on copy No. 5 and both copies are returned to the office.

A separate reconditioning report on damaged goods is made to prevent report on car being delayed and in most cases the report is mailed to the shipper on the same day the car is received.

Necessary notations are made on copies No. 1, No. 2 and No. 3 with one writing, and the No. 2 "Report of Condition" and the No. 3 Bill for Services are sent to the shipper. As columns are provided showing discrepancies between the shipper's record and condition on arrival, the shipper has complete information at a glance. Damaged goods, if any, are reconditioned as soon as possible and a complete report is rendered for claim purposes.

With this complete report and bill the shipper can close the transaction at once. Collections are easier and more prompt since the adoption of the forms.

We have received many gratifying expressions of satisfaction from our shippers which are very pleasing. The making of several forms in one operation makes for economy, which is of the utmost importance. We recommend its efficiency, as it gives the maximum of results with a minimum of effort.

Warehousing Takes Its Place Nationally In Business

President Defrees of Chamber of Commerce of the United States Appoints L. T. Crutcher a Member of Department of Domestic Distribution. Storage Industry to Co-operate in Compiling C. L. and L. C. L. Information for Presentation to Interstate Commerce Commission with View to Effecting Wider Spread in Rates on Some Commodities

By KENT B. STILES

WASHINGTON, D. C., May 23. **W**AREHOUSING now has its opportunity to sell itself in a national way to the business interests of America. The machinery for accomplishing this was put in motion to-day when the commercial storage industry was given representation in the Department of Domestic Distribution of the Chamber of Commerce of the United States.

Through appointment by Joseph H. Defrees, president of the Chamber, L. T. Crutcher, president of the L. T. Crutcher Warehouse Co. of Kansas City, became a member of the Chamber's distribution group. Mr. Crutcher sat in to-day with the group members for the

first time and warehousing in its relation to business conditions, including railroad rates was discussed.

The outstanding development, from the viewpoint of warehousing, was the announcement that the Department of Domestic Distribution is prepared to co-operate with the men in the storage industry in a plan to have the Interstate Commerce Commission put into operation a wider spread in freight rates. A greater difference between carload and less than carload tariffs on many commodities would result in more extensive shipping, by manufacturing interests, of goods in full carload lots. The advantage of this to warehousing is obvious. The Distribution group is already compiling figures.

THE action of the Department of Domestic Distribution in awarding recognition to warehousing cannot be too highly commended by the men of that industry. Not more than a dozen or fifteen trade groups will be represented in the department. The committee will be completed about July 1. The drug, shoe, textile and lumber interests, and one or two other representative trade groups, will have members. Warehousing was selected as one of the lines of industry to be given representation because inquiries by Alvin E. Dodd, manager of the distribution department, have led him to the conviction that the importance of the public warehouse as an economic link in the chain of distribution is not recognized, to the extent that it should be, by the manufacturers of the country. And it is economy in distribution which this group of the national chamber has set out to effect on behalf of the business interests which make up the chamber.

HOW warehousing and the Department of Domestic Distribution of the Chamber of Commerce of the United States can co-operate in the movement to reduce distributing costs will be explained by Alvin E. Dodd, manager of the Distribution Group, in a paper he will prepare for the Chicago convention of the Central Warehousemen's Club, July 1 and 2.

Mr. Dodd's talk will be read by L. T. Crutcher, a director of the Central and warehousing's representative in the Distribution Group. Mr. Crutcher at Washington on May 23 extended a personal invitation to Mr. Dodd to address the Central convention, but Mr. Dodd will be in Europe on the dates of the Chicago meeting.

The personnel of the Department of Domestic Distribution as it now stands is as follows:

Chairman, Theodore F. Whitmarsh, president of Francis H. Leggett Co., New York City.

Manager, Alvin E. Dodd, Washington. Julius H. Barnes, Duluth and New York City.

A. Lincoln Filene, William Filene & Sons Co., Boston.

R. E. Kennington, R. E. Kennington Co., Jackson, Miss.

G. Harold Powell, California Fruit Growers' Association, Los Angeles.

A. W. Shaw, A. W. Shaw Co., Chicago.

Richard Waldo, publisher of *Hearst's International*, New York City.

Thomas E. Wilson, Wilson & Co., Chicago.

L. T. Crutcher, president of L. T. Crutcher Warehouse Co., Kansas City.

Of the foregoing the meeting to-day was attended by Mr. Whitmarsh, Mr. Dodd, Mr. Filene, Mr. Waldo and Mr. Crutcher; G. H. Payne, assistant manager of the distribution group; N. H.

Subert, of the department's research group; William E. Kugeman, chairman of the American Committee on Distribution of the International Chamber of Commerce; and Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the national Chamber.

The Buchanan Figures

MR. CRUTCHER took into the conference some figures on railroad rates as prepared by a committee of the American Warehousemen's Association, and these figures, showing tariffs on soap, were placed before the committee. Later they were filed with Mr. Payne, and a request was made upon Mr. Crutcher that the American Warehousemen's Association compile similar statistics on other commodities, for use when the distribution group gets ready to go before the Interstate Commerce Commission.

The soap rates were prepared by William J. Buchanan, manager of the Minneapolis Terminal Warehouse Co., who is a member of Division B (dealing with rates and regulations) of the A. W. A. Committee on Railroads and Steamships. The chairman of this committee is Roy C. Griswold, of Griswold & Walker, Inc., Chicago, who is a member of the A. W. A. Committee on Public Relations, of which Mr. Crutcher is chairman. The Division B committee is the one which is expected to work with the distribution group in compiling differentials in rates. Mr. Buchanan's figures on soap are set forth in a communication from him to Mr. Griswold; his letter was read to the distribution group to-day by Mr. Crutcher. It follows:

Statements Explained

"I enclose herewith three statements which disclose some startling facts with respect to the present rates on soap.

"Perhaps these statements will be more enlightening if discussed in connection with the general railroad situation. The railroads are complaining that revenues are insufficient to meet their operating expenses, fixed charges and a reasonable return on their investment. This, if true, can only be due to business depression and not inadequate rates.

"When it becomes impossible for a railroad to earn enough to pay operating cost, there are but two remedies—either rates must be increased or operating costs must be reduced. No well informed man will concede that rates can be made higher, without making matters worse by further restricting traffic. Therefore, in the present emergency, there is but one remedy—reduce operating costs.

"What are railroad executives doing to reduce cost of operation? Two things, namely, reduction in the number of employees and reduction in wages—nothing beyond that. No serious attempt is being made to effect scientific economies in operation. On the other hand, hardly a week passes without an announcement by some carrier of the inauguration of additional fast L. C. L. freight service that costs many times the revenue it produces. In normal times this class of service undoubtedly pays in the same manner as does advertising in attracting increased volume of remuneration.

ANALYSIS OF RATES ON SOAP, DRY IN CASES

To Chicago

Statement of Mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rates in cents per 100 lb.		
		L. C. L.	Carload	Spread
Boston	1,011	73½	61	10½
Philadelphia	817	71½	61	10½
Buffalo	513	54½	38	16½
Cincinnati	284	45	31½	13½
Kansas City	451	54	46	8

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: L.C.L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L.C.L. shipments are loaded by shipper and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L.C.L. car earnings in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car			Earnings in cents per car mile	
	Car Earnings	Handling	Net Earnings	L. C. L.	Carload
Boston	\$147.00	\$20.00	\$127.00	12.562	22.433
Philadelphia	143.10	20.00	123.00	15.055	26.879
Buffalo	109.00	20.00	89.00	17.349	26.666
Cincinnati	90.00	20.00	70.00	24.648	40.000
Kansas City	108.00	20.00	88.00	19.510	36.718

NOTE: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates, which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L.C.L. channels

From	Miles	Rate	Earnings per car	Earnings in cents per car mile
Boston	1,011	48	\$172.80	17.092
Philadelphia	817	46	165.60	20.269
Buffalo	513	31	111.60	21.754
Cincinnati	284	25	90.00	31.690
Kansas City	451	30	108.00	23.947

ANALYSIS OF RATES ON SOAP, DRY IN CASES

To Minneapolis

Statement of Mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rates in cents per 100 lb.		
		L. C. L.	Carload	Spread
Boston	1,432	100	86½	13½
Philadelphia	1,238	98	84½	13½
Buffalo	934	86½	66½	20
Cincinnati	705	82	62	20
Kansas City	484	57½	39	18½
Chicago	421	44	34	10

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: the L.C.L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L.C.L. shipments are loaded and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L.C.L. car earnings, in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car			Earnings in cents per car mile	
	Car Earnings	Handling	Net Earnings	L. C. L.	Carload
Boston	\$200.00	\$20.00	\$180.00	12.570	21.760
Philadelphia	196.00	20.00	176.00	14.216	24.637
Buffalo	173.00	20.00	153.00	16.381	34.454
Cincinnati	164.00	20.00	144.00	20.426	31.660
Kansas City	115.00	20.00	95.00	19.628	28.802
Chicago	88.00	20.00	68.00	16.152	29.074

NOTE: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates, which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L.C.L. channels

From	Miles	Rate	Earnings per car	Earnings in cents per car miles
Boston	1,432	68	\$244.80	17.095
Philadelphia	1,238	66	237.60	19.111
Buffalo	934	50	180.00	19.272
Cincinnati	705	44	158.40	22.468
Kansas City	484	30	108.00	22.314
Chicago	421	26	93.60	22.209

These two tables and the one shown on page 12 were worked out by William J. Buchanan, Minneapolis, as a member of the Committee on Railroads and Steamships of the American Warehousemen's Association. Freight rates should be revised to effect a wider spread between C.L. and L.C.L. tariffs, and to that end the Chamber of Commerce of the United States will make use of such information as is set forth in these Buchanan tables

ative traffic. But why advertise at this time for something that does not exist?

"Prior to 1907, we had ruinous competition between carriers in the way of rate reductions and secret rebates. Today we have service competition just as ruinous that creates special channels for small volume of L. C. L. traffic and interferes with the standard of service in normal channels.

"In every line of business, large volume produces low cost and large units are handled at relatively lower cost than smaller units. This applies particularly to transportation and so it would seem that logically the first thing for the carriers to do is to encourage the movement of freight in larger volume and in larger units. This can only be done by creating the proper spread between rates for the large units (carloads) and the rates for the small units (less than carload).

"Now we come to the statements. In order to avoid confusion, the analysis has been confined to one class of soap only; namely, soap dry in cases.

"The first section of each statement shows the mileage, L. C. L. rates, carload rates and the spread between the carload and L. C. L. rates. Compare the spread, 10½ cents, Boston to Chicago, a distance of 1011 miles, with the spread of 20 cents, Buffalo to Minneapolis, a distance of 934 miles; and 8 cents, Kansas City to Chicago, a distance of 451 miles, with 18½ cents, Kansas City to Minneapolis, a distance of 484 miles. Also compare the spread of 13½ cents, Boston to Minneapolis, a distance of 1432 miles, with the spread of 19 cents, Boston to Kansas City, a distance of 1462 miles.

"The second section of the statement shows the L. C. L. earnings per car, carload earnings per car and the earnings in cents per car mile, both carload and L. C. L. L. C. L. freight is handled by the carrier at both points of origin and destination and is very often transferred one or more times en route. This expense does not accrue on carload traffic. It is necessary, therefore, in order to make L. C. L. car earnings comparable with carload earnings, to deduct from the L. C. L. earnings per car \$2.00 per ton, which represents the cost of handling at origin and destination.

"The L. C. L. earnings have been figured on the basis of an average loading of 20,000 pounds per car, which is no doubt considerably in excess of the actual average loading. The carload earnings are figured on the basis of the classification minimum of 36,000 pounds. Assume that ten L. C. L. shipments, weighing 2000 pounds each, are shipped from Boston to Chicago. The total earnings on the ten shipments would be \$147. The freight will be loaded by the carrier at Boston and unloaded by the carrier at Chicago, at an average expense of \$1.00 per ton for each handling, leaving net earnings for the service between Boston and Chicago of \$127 per car. A carload

ANALYSIS OF RATES ON SOAP, DRY IN CASES

To Kansas City

Statement of Mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rates in cents per 100 lb.		
		L. C. L.	Carload	Spread
Boston	1,463	126½	107½	19
Philadelphia	1,207	124½	105½	19
Buffalo	964	108½	81½	17
Cincinnati	618	86½	67½	19
Chicago	451	54	46	8

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: L. C. L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L. C. L. shipments are loaded and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L. C. L. car earnings in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car			Earnings in cents per car mile	
	Car Earnings	Handling	Net Earnings	L. C. L.	Carload
Boston	\$253.00	\$20.00	\$233.00	15.937	26.470
Philadelphia	349.00	20.00	229.00	18.973	31.466
Buffalo	217.00	20.00	197.00	20.436	30.477
Cincinnati	177.00	20.00	157.00	25.405	39.320
Chicago	108.00	20.00	88.00	19.300	36.718

NOTE: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates to Kansas City which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L. C. L. channels

From	Miles	Rate	Earnings in cents per car mile	
			Earnings per car	per car mile
Boston	1,462	90	\$324.00	22.160
Philadelphia	1,207	88	316.80	26.246
Buffalo	964	56	199.60	20.601
Cincinnati	618	50	180.00	29.126
Chicago	451	30	108.00	33.946

of 36,000 pounds, which would be loaded by the shipper and unloaded by the consignee, would be hauled from Boston to Chicago at little, if any higher cost than the car of L. C. L. shipments and would yield a total revenue of \$226.80. From Chicago to Minneapolis, 20,000 pounds of L. C. L. shipments would yield a revenue of \$68, while a carload would yield a revenue of \$122.40.

"It is interesting also to compare the earnings per car mile. A car of L. C. L. shipments will earn approximately 12½ cents per mile, Boston to Chicago, while a carload earns approximately 22½ cents per mile. A car of L. C. L. shipments from Boston to Chicago, a distance of 1011 miles, would yield a revenue of 12½ cents per car mile, while a car of L. C. L. shipments from Buffalo to Minneapolis, a distance of 934 miles, would yield a revenue per car mile of sixteen and a fraction cents. A carload of soap, Kansas City to Chicago, a distance of 451 miles, yields a revenue per car mile of 36-7/10 cents, while a carload of soap from Kansas City to Minneapolis, a distance of 484 miles, yields a revenue per car mile of 28-8/10 cents, and from Chicago to Minneapolis, a distance of 421 miles, 29 cents plus.

"A close analysis of these statements proves conclusively that whatever science may have been employed in estab-

lishing earlier rate structures, has been entirely eliminated by the various horizontal advances of the past few years.

"The third section of the statements shows suggested carload rates on soap in cases, which properly recognize the economy of moving freight in carload units and which will serve to encourage and stimulate the movement of large volume and produce greater revenue per car at lower cost.

"Heretofore, it has been the practice of the carriers to deal with revenues and expenses on a ton mile basis. This unit is, however, not a representative cost unit and does not disclose true facts. As a matter of fact, the carriers have not been serious in their cost studies and such figures as have been made are produced only in attempts to justify rate increases, rather than to determine true facts with respect to cost of operation.

"I am convinced that anything the carriers may do in the way of proper rate adjustment to encourage the movement of freight in larger units and in routing channels, will help to reduce the burden that now rests upon them.

"I do not wish to create the impression that I am opposed to service by the carriers, but I feel that service that cannot be made remunerative no matter what the level of rates may be, should be discouraged or restricted at least."

How and Where the Plans Were Laid for Warehousing to Be Given Representation in the Department of Domestic Distribution

ATLANTIC CITY, N. J., April 29.

FROM the viewpoint of warehousing the outstanding development at the annual convention of the Chamber of

Commerce of the United States was the assurance given to representatives of the American Warehousemen's Association that the public storage industry

would be given a place on the Department of Domestic Distribution of the Chamber.

The importance of this may be under-

stood when it is realized that only fifteen of the many industries of the country are to be represented on the Chamber's distribution committee. Warehousing is one of the fifteen industries selected, because of the role which warehousing is destined to play in the big drama of American business. Alvin E. Dodd, manager of the Department of Domestic Distribution, is impressed with statements which have been made to him that the trade groups of the country—the manufacturing interests engaged in making and routing to market the thousands of different commodities commonly consumed in American households—are without comprehensive knowledge of the economy to be effected in sending products in carload lots to public warehouses and distributing thence in less than carload lots or by motor truck, rather than the more costly method, practiced by so many manufacturers, of distributing in less than carload lots direct from factory to retailer and consumer.

Mr. Dodd's Decision

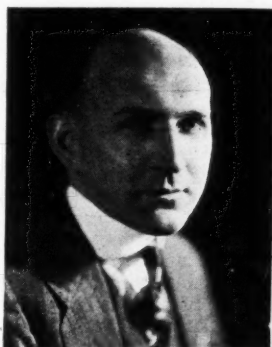
Mr. Dodd has been convinced that in its effort to cut down distributing costs his department should make a study of public warehousing and should pass on the information it gains to the manufacturing interests which his department is endeavoring to aid. It was this conviction which led to his decision to have the warehouse industry represented on his committee, of which Theodore F. Whitmarsh, president of Francis H. Leggett Co., is chairman.

The assurance that the American Warehousemen's Association would be given representation was given at a conference here attended by Mr. Dodd, L. T. Crutcher, Alton H. Greeley and Frank Rochambeau. Mr. Crutcher is a director of the American Warehousemen's Association and of the Central Warehousemen's Club and is chairman of the new Committee on Public Relations which each organization has created. He is president of the L. T. Crutcher Warehouse Co., Kansas City. Mr. Greeley is a member of the A. W. A. public relations committee and is president of the American Chain of Warehouses, and of the General Cartage & Storage Co., Cleveland. Mr. Rochambeau is executive secretary of the American Chain of Warehouses.

Selection of warehousing's representative on the Department of Domestic Distribution committee will rest in the hands of W. W. Morse, Minneapolis, president of the American Warehousemen's Association. His choice will have the approval of Mr. Dodd, and formal appointment will be made by Joseph H. Defrees, re-elected president of the Chamber of Commerce, in time for the warehouseman designated to attend the May 23d meeting of the Department of Domestic Distribution in Washington, D. C. Mr. Dodd indicated that it was his wish that the warehouseman selected should be one who not only had the sympathetic support of the entire industry but who would be in a position to take the time to travel to attend the meetings of his department in Washington,

New York, Chicago and elsewhere and to devote the necessary time to the committee's activities.

Aside from the warehousemen mentioned as having been in conference with Mr. Dodd, the meetings of the Distribution group here were attended by Albert M. Read, chairman of the directors of the Security Storage Co., Washington, D. C.; Willard Eldredge, president and manager of the Eldredge Express & Storage Warehouse Co., Atlantic City; and Philip Godley, head of Godley's Storage Warehouses, Philadelphia. Mr. Read and Mr. Eldredge officially represented the American Warehousemen's



L. T. Crutcher,

Appointed by president of Chamber of Commerce of United States to represent warehouse industry on Chamber's Department of Domestic Distribution

Association by appointment from Mr. Morse as delegates.

The purposes for which the Department of Domestic Distribution was organized were set forth by Mr. Dodd in his address, which follows:

"As Mr. Whitmarsh has stated, our Department is actually only about two months old, and therefore what we are going to do and what we should do is somewhat undetermined; but during the time the department has been in operation we have been devoting our efforts to two things: first, to a study of the scope of the possibilities of the Distribution Department. It is very easy to see why a Department of Domestic Distribution might, if you would so let it, cover almost as wide a range of things as charity. During the last two months an attempt to interpret what the directors of the United States Chamber of Commerce had in mind in establishing a Department of Domestic Distribution, has been made in a study of the functions of distribution, and I am going to outline those very briefly.

"Ordinarily, you think of a thing as produced when it finally reaches the consumer, when the consumer gets it, but from the standpoint of a Department of Domestic Distribution, we mean by 'distribution' those different processes in

the travel of goods from the time they leave the manufacturer's door and start through the various steps until they reach the ultimate consumer in the form of something wearable, something edible, and all the way to the form of locomotives. Therefore, distribution, starting from the manufacturer's door or his warehouse, includes those functions of mass selling and of advertising or publicity work, which after all is a means of distribution, and the great groups, like the wholesalers, jobbers, commission men, warehousemen, factors and so forth, and the retail groups, the retail stores of all kinds and the mail order houses. And then another very great and important classification is that of exchanges. They are accomplishing a very important function in distribution. I mean not only the grain exchanges, but coffee, cotton and the various other kinds of exchanges. So, briefly, that outlines the situation as the board of directors of the United States Chamber of Commerce have approved the functioning of this Department.

"Let me say that naturally you cannot deal with distribution without running at once into problems relating to transportation, especially in these days when we have to deal with such questions as less than car load lots, as Mr. Whitmarsh has referred to; but as long as it was necessary to draw a line somewhere, it has been decided that those particular problems of distribution really come under Transportation. As you know, this last year, when the United States Chamber of Commerce decided to establish this Department, they established seven other representative departments, the idea being to cover the various subjects you would have to deal with. Among them are Foreign Commerce, Fabricated Production, Finance, Transportation, Domestic Distribution, Civic Government and so forth. Those Departments taken together make the cross section of American business. Therefore, the membership of the United States Chamber of Commerce is divided into these classifications of these Departments so that the various businesses falling within the classifications of these Departments are to be rendered such service as it is possible for those Departments to render.

"In addition to carrying on a study of the scope of the possible workings of a Department of Domestic Distribution, we have established and have now operating in Washington a research or information service, and requests for information are piling upon us very rapidly at the present time.

Public Interested

"It might be said that the long time aim of a Department of Domestic Distribution would be that of contributing to the reduction of cost of distribution, and the institution of practical methods to lessen the margin that comes between producer and consumer. Everybody knows there never was a time when people were more interested in distribution than they are now, and we see that reflected in many ways. As I said last night, the great magazines, which have

their ears very close to the ground as to what the popular public interest is, such as the *Saturday Evening Post* and others, are running a great many articles on distribution. Legislation, both State and national, and regulatory measures are being proposed, like the Capper bill for grain exchanges, and the packers' bill, and the coal bill, and so on. They all aim at things which people regard as wrong in connection with distribution.

"Most of us are prejudiced against that which we know the least about, and while the country at large probably has some slight idea of production, know what it means to collect, they do not seem to have the same conception of what happens in this transfer of goods to distribution. The complexities of distribution have grown up in practically a generation in this country, and are little understood. People are asking what is happening, and lots of people feel warranted in assuming that perhaps a good many things are happening that should not. That is being reflected not only in the press, but in the form of legislation.

The Middleman

"Therefore, distribution, it seems to me, has got to face the fact that there is a real public desire for an understanding of distribution. It goes without saying that those of us who are engaged in distribution do not for a moment believe we are going to be able to put new schemes into effect at once, but the great problem is to make more efficient those things that now exist. As you have heard Mr. Whitmarsh point out, distribution processes and functionings are certainly influenced by the law of supply and demand, and if the law of supply and demand is operating in distribution, the middleman in some form or other does not have a place. He goes out of place. Mr. Whitmarsh says they atrophy and pass out. Some do not pass out as soon as they should, probably, but the truth probably is that the greatest problems to-day in distribution are not nearly so much the setting up of new schemes as making more effective the agencies that now exist, eliminating the wastes and at the same time bringing about a better understanding of these problems, which will be the only means of offsetting some of the very serious attacks that are now being made on business and the general public misjudgment of what is happening in distribution.

Problem of Cost

"I am not going to take the time to read the program of what we are doing, and of the general purposes of the Department, because we have better speakers coming; but one of the first immediate problems that we took hold of when we got on the job at Washington, I want to describe a little to you, because those pamphlets that are distributed among you deal with that.

"Every one who is engaged in any kind of distributive work, as well as

manufacturing, for that matter, is faced with the problem of lowering cost. The value of merchandise has gone down, and we are probably in an era of declining prices. Therefore, in this problem of readjustment it seems to me that it might be helpful if we would tackle as the first job in that connection a brief survey of the facts as to just what the merchants of the country are doing in order to meet that readjustment, and how they are doing it, and what results they have found. So in a brief, rather sketchy form, there is in this pamphlet a sort of an outline of some of the things that should be attempted in the Department of Distribution.

"There seems to be a very great question, as Mr. Whitmarsh has pointed out, with regard to statistics, among those students of distribution, such as advertising men and publicity men. There has been a great demand that something be done, if possible, to get comparative figures on distribution. We had certain Government figures on production, but we have no figures on distribution, and above all, as your Committee has been discussing, we have no information in this country to-day that is in useable or reliable form that gives any real indication of what is happening and what is the relation between the demand and the supply of goods, and as to whether or not it is possible to make something of a study, on the part of the Department of Domestic Distribution, by which we can determine a little bit more in regard to production in relation to supply and demand. That is very much of a question in the minds of the committee and we do not know as we will be able to settle it at all, but on some of these common, national problems that is the way in which the Department of Distribution proposes to work, namely, through and with the great associations, trade and group, who know their own problems best.

Conferences Planned

"I want to emphasize the fact that no member of this committee, or myself as head of this Department, has for one moment the idea that we are to do any work which any trade group should do or is doing, nor will we attempt to do anything that more properly belongs to the jurisdiction of trade groups. We do not intend to overlap or duplicate, but it is perfectly apparent that there are certain great national problems that are common to all trade groups, especially in distribution, which organizations such as the United States Chamber of Commerce may be of assistance in handling, and therefore these meetings which the Department Committee is holding, the one Mr. Whitmarsh referred to as being held in New York and one or two to be held in Chicago or a central Western city, will give us an opportunity to sit down at the table with you gentlemen and ask you for your aid in settling problems of distribution, and what you feel the particular jurisdiction of the department is in working with you toward a solution of some of those problems."

DALLAS TO HAVE NEW 12-STORY WAREHOUSE

DALLAS, TEX., May 14—The Dallas Terminal Warehouse Co. has approved the plans for a new twelve-story steel and concrete warehouse which it will construct on the north side of Young Street, between Poydras Street and the Santa Fe tracks. The proposed building, which will be 270 by 240 feet, will cost approximately \$1,000,000 and will be used for a general warehouse, forwarding and storage business. One floor will be converted into a modern auditorium with a seating capacity of about 1000 people. The building will be of fireproof construction throughout.

It is explained that in building this structure the company intends to offer all that is required for a manufacturers' distributing center. Many applications for space in the proposed building have been made by manufacturers. The building will provide office room, display room, and storage and shipping facilities, and it is expected that at least 100 manufacturers will avail themselves of the services offered. Plans are being made for having the largest display of furniture in the Southwest.

The officers of the Dallas Terminal Warehouse Co. are George A. Sprague, president; Otto H. Lang, Charles L. Sanger and Y. O. Adams, vice-presidents; William H. Schultz, vice-president and general manager, and E. A. Johnson, secretary-treasurer.

Illinois Association to Issue a Business Promotion Booklet

CHICAGO, May 10—The warehousing and distribution facilities of Chicago will be described in a booklet which will be issued by the business promotion committee of the Illinois Association of Warehousemen.

At its meeting to-night, the association approved plans for the booklet as outlined by J. E. Lee, chairman of the committee. The document will include illustrations and descriptions of warehouse plants.

Guests at the meeting were Clyde Stevens of the Chamber of Commerce of the United States; Edward C. Little of the Pennsylvania Transfer & Storage Co., Pittsburgh, and Mr. Leonard of St. Louis. Mr. Stevens discussed the activities of the national chamber and invited the Illinois association to join in its work.

Bill to Prevent Construction of San Francisco Warehouse

SAN FRANCISCO, May 16—Assembly Bill No. 96 is attracting Statewide attention at this time and is of special interest to the warehouse industry. The measure is designed to prevent the construction of a \$2,300,000 warehouse on the San Francisco waterfront, which has been planned by the California State Harbor Commission. The bill would repeal an act of the 1919 Legislature which authorizes the construction of the warehouse.

MR. TRAFFIC MANAGER: *This is Pittsburgh. Will you be there on June 16 and 17?*



Shippers' Warehousing Problems

Will Be Discussed at Convention of Traffic Managers at Pittsburgh on June 16 and 17. Nuts to Crack Include Standardization, Overage and Shortage, Taxation and Other Subjects of Controversy Between Distributor and Storage Executive

THE program of discussions at the annual meeting of the Shippers' Warehousing and Distributing Association, at the William Penn Hotel, Pittsburgh, on June 16 and 17, will include the following subjects of interest both to manufacturing interests which distribute products through warehouses and to the men engaged in the commercial warehouse industry:

Standardization.—Forms, documents, practices, rules, regulations—in these fundamentals of business association between distribution manager and storage executive there is an absence of uniformity. A hundred different ways exist of doing the same thing and attaining the same end. There is a multitude of forms used for given purposes which are not dissimilar, and many of these forms could, in the opinion of the average shipper, be boiled down to an economic few.

To effect this economy and uniformity is why the Shippers' Warehousing and Distributing Association was organized at Chicago last June, when traffic representatives convened who represent manufacturers of many commodities commonly routed through warehouses to the households of the country. To-day the members of this shippers' organization carry stock in hundreds of different warehouses.

The first step in the desired uniformity was taken last December when representatives of the shippers' body met with a committee of storage executives at the convention of the American Warehousemen's Association at White Sulphur Springs, W. Va., and worked out a standardized "Report of Condition"—a document on which the warehouseman can report to the traffic manager regarding the arrival of a carload of goods. This single form takes the place of a number of forms previously in use; it

contains space for such information as quantity, commodity, weight, overage, shortage, good or bad condition of goods, what section of warehouse the products are stored in, the storage rate, the

THE SHIPPERS' CONVENTION

THE annual meeting of the Shippers' Warehousing and Distributing Association, comprising manufacturing companies which distribute products through commercial warehouses, will be held at the William Penn Hotel, Pittsburgh:

June 16—10 a. m. and 2 p. m.—Blue Room.

June 17—10 a. m. and 2 p. m.—Blue Room.

June 17 — Evening Banquet — Palm Room.

Herbert Hoover, Secretary of Commerce, may address the banquet.

Invitations have been sent to manufacturers throughout the United States and Canada to send representatives. The subjects to be discussed will be of interest to warehousemen, and men engaged in that industry will be present.

can Warehousemen's Association has a representative committee, comprising Chicago warehousemen, to co-operate with the shippers' committee. How these two committees can labor to a common end will be discussed at the Pittsburgh convention.

Overage and Shortage.—This long has been a moot question between shipper and warehouseman. When there is a shortage, who pays? The shipper or the warehouseman? When there is an overage, who benefits? In the opinion of many shippers there should be uniformity of method in adjusting overages and shortages occurring in stocks.

Taxation.—Why this subject is of importance to both shipper and warehouseman is set forth in the following suggestion advanced by a traffic manager:

"If every shipper who uses warehouses would analyze his tax account, I believe he would find that the amount paid is way out of line; in fact, it is prohibitive. We find that in some cases the amount of tax paid is about 50 per cent of the entire amount paid a warehouse for a year's service, which includes storage, drayage and other charges. This is out of reason and some concerted action should be taken either to reduce this charge or do away with it entirely."

The writer of the foregoing alludes to state and municipal taxes, for which the warehousemen are not in any way responsible. In some communities these assessments on warehouse stocks carried by manufacturers have become so burdensome that some shippers have withdrawn their goods from storage plants in those communities and placed the stocks elsewhere. The thought of bringing this subject up for discussion at Pittsburgh is that some means might be found of impressing upon tax authorities of states and cities that high taxes are driving away good business. This effort

amount of storage and handling charges, railroad way bill date and number, freight bill number, car initial and number, etc.

This was but the first step in the effort to put common forms into use. The shippers' association has a standardization committee at work, and the Ameri-

at reform might conceivably be undertaken jointly with warehousemen who have been losing some of that business.

These are only a few of the subjects which will be on the program. As examples of some of the others, a traffic manager writes:

"In my opinion the matter of primary importance is the idea of having some understanding as to the importance of prompt and correct information from warehouses to their customers. The way one has to beg and beg some of these gentlemen for information is pitiful.

"There is also the ever present question of tariff knowledge by the warehouseman."

The abler and experienced warehouseman will assert that he is accustomed to giving prompt and correct information. But there are hundreds of warehouse novices, and even some warehousemen who have long been in business, who are not giving that service, and it is to these that the shippers would appeal.

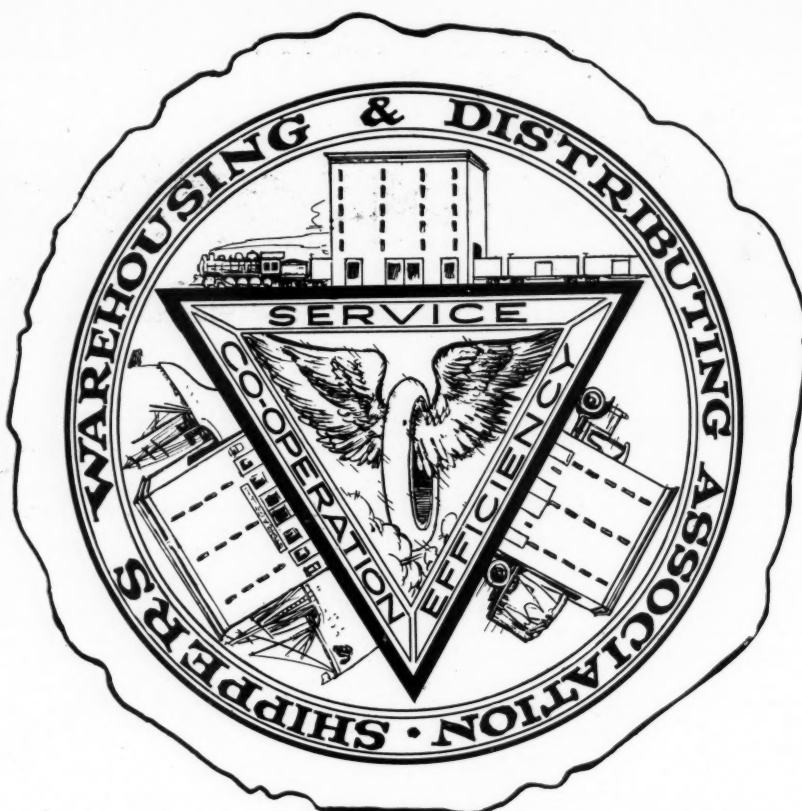
The convention will be opened at 10 a. m. on June 16, in the Blue Room of the William Penn, and there will be forenoon and afternoon sessions on both June 16 and 17. The association's president, John Simon, manager, transfer department, Keystone Steel & Wire Co., Peoria, Ill., will preside.

On the evening of June 17 there will be a banquet in the Palm Room of the William Penn. Members of the Pittsburgh Chamber of Commerce are expected to join in making this a success.

Herbert Hoover, Secretary of Commerce, has received a bid from the association, and also personal invitations from many shippers, to tell the banqueters what the Department of Commerce hopes to do for American business interests. Three weeks before the convention, Mr. Hoover had not definitely accepted, but the shippers were hopeful he would attend.

The complete program for convention and banquet had not been worked out at the time the June issue of *Distribution & Warehousing* went to press.

A personal invitation to attend was



Seal proposed for use on stationery of manufacturing companies which are members of the Shippers' Warehousing and Distributing Association. The three words in the borders of the triangle form a business-building slogan. Come to Pittsburgh, Mr. Traffic Manager, and get behind that slogan

sent by Mr. Simon to W. W. Morse of Minneapolis, president of the American Warehousemen's Association; to Charles L. Criss of Pittsburgh, general secretary of the A. W. A., and to some other men in the warehouse industry. The warehousemen who go to Pittsburgh will be welcomed into the discussions, which will, of course, be of common interest to warehousemen and the traffic managers who utilize the warehouse.

Letters went forth during May to approximately 2000 manufacturers in the United States and Canada, inviting them to send representatives to the convention. Stories appeared in many trade publications and Chambers of Commerce papers throughout the country in May and June calling attention to the convention and why it was to be held. Acceptances received up to June 1 indicated a large attendance.

For the Shriner-Warehouseman

DES MOINES, IOWA, May 25—Shriners who are warehousemen, attention!

W. L. Hinds, president of the Merchants Transfer & Storage Co., announces that the Merchants company will act as host for all warehouseman-Shriners who attend the conclave at Des Moines on June 14, 15 and 16. Breakfast will be served at the company's expense from 7:30 to 9, dinner from noon to 2, and supper from 5:30 to 7:30. Mr. Hinds is prepared also to act in making reservations in co-operation with the Des Moines committee on the housing situation.

Warehousemen-Shriners wishing to take advantage of Mr. Hines' hospitality should address him care of P. O. Box 876, or upon their arrival telephone Walnut 470. Meanwhile the Merchants company has addressed cards containing the

foregoing information to members of various warehousing associations.

Indiana Warehousemen Ask for a State Highway Conference

INDIANAPOLIS, May 21—Declaring that "the organized pleasure car interests of Indiana are exerting a depressing influence on the construction of substantial highways," officers of the Indiana Transfer and Warehousemen's Association at a meeting here to-day adopted a resolution asking co-operation of all industrial associations in the State in a request for a conference on state highway demands with the State Highway Commission.

The resolution declares pleasure car owners and organizations are favoring mileage and, as a result, are sacrificing motor transport utility and fostering prejudice against motor trucks and highway motor transport.

Warehousemen Approve Track Elevation

INDIANAPOLIS, May 16—Indianapolis warehouse and transfer men declare the policy of the city administration and the steam roads entering the city to continue the track elevation program which has been in progress for more than three years, entailing a total expenditure of more than \$10,000,000, insures the permanency of the temporary plans made by the various houses located on switch tracks inside the boundaries of the track elevation zone.

Many of the houses already have altered their buildings so as to have the tracks enter on the second floor level and others have plans drawn ready to make the alterations.

The announcement that work will proceed as scheduled in the original plans for the track elevation will mean that the work of altering the various warehouses will be pushed rapidly.

The Warehouse Equipment Number

of

DISTRIBUTION & WAREHOUSING

The Business Paper of the Warehouse Industry

Will Be Published

July 1st, 1921

It will treat exhaustively on the fundamental advantages of time and labor saving equipment, and scientific plant-layout—of efficiency in warehouse operation and management.

It will tell how progressive warehousemen are using labor-saving equipment with profit to themselves and better service for their clients. It will deal with all forms of equipment which merchandise or household goods warehousemen employ, including a discussion of the economical use of motor trucks in the warehouse field.

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Warehouse Interests Object to Proposed

AMENDMENTS TO RECEIPT ACT

Representatives of American and Massachusetts Associations, Opposing Move by Bar Association Committee, Believe It Might Open Way to Legislation Inimical to Present Uniformity

THE American Bar Association may undertake to have the Uniform Warehouse Receipt Act amended in the forty-four States, Alaska, the Philippines and the District of Columbia, where it has become law after the campaign carried on for many years by the American Warehousemen's Association.

Representatives of the American Warehousemen's Association have interposed objections to the proposal—not because the amendments suggested contain objectionable features but on the ground of expediency. The proposal would involve another long fight in the State and Federal

Legislatures, with the possibility that amendments might be adopted in some States and not in others, in which event the effect of the present uniformity would be lost.

To the wording of the suggested text for Section 20, which defines a warehouseman's liability for non-existence or misdescription of goods, the Massachusetts Storage Warehousemen's Association has taken exception and its protest has been filed with the American Bar Association's Committee on Commerce, Trade and Commercial Law. The plan to introduce the amendments in the Legislatures originated with that committee.

THE protests on behalf of the American Warehousemen's Association were made at a public hearing which the American Bar Association committee held in the rooms of the Merchants' Association of New York on May 2. Representing warehousing were Albert M. Read, chairman of the directors of the Security Storage Co., Washington, D. C., who is chairman of the A. W. A. Committee on Laws and Legislation; Walter C. Reid, manager, Lincoln Safe Deposit Co., New York City, and Frank A. Horne, president, Merchants' Refrigerating Co., New York City. All three are familiar with the intricacies and purposes of the Uniform Warehouse Receipt Act and Mr. Reid has often been referred to as the "father" of the law.

The hearing was presided over by Francis B. James, of Washington, D. C., the chairman. Sitting with him were W. H. H. Piatt, Kansas City, and Joseph H. O'Connell, Boston, two other members of the Bar committee. Sitting with the committee was Prof. Samuel Williston, of the Harvard Law School. Prof. Williston was identified with preparing the phraseology of the Uniform Warehouse Receipt Act, and he has now prepared the basis and most of the language of the proposed amendments affecting Sections 40 and 47.

To Be Adopted Abroad

It was brought out at the hearing that some of the Latin-American Republics contemplate adopting the American Act and that the A. B. A. Committee on Commerce, Trade and Commercial Law had induced the Pan-American Commission to defer labors to effect enactment until what is declared to be an error in Section 20 could be rectified in the United States. This so-called

error rests upon a contention that Section 20 as it now reads has not accomplished its purposes to make the warehousemen liable upon his warehouse re-

READ THIS FIRST

THE commercial law committee of the American Bar Association would have Sections 20, 40 and 47 of the Uniform Warehouse Receipt Act amended. Regardless of whether the proposed amendments contain phraseology inimical to the interests of warehousing, the fact remains that any attempt now to enact changes might subject the present Act to the menace of other amendments harmful to the industry.

The situation is one with which every warehouseman should familiarize himself. Here is the whole story of what the Bar committee purposes to undertake and of why the American Warehousemen's Association and the Massachusetts Storage Warehousemen's Association have entered protests.

ceipt, issued by his agent who had authority to issue warehouse receipts, where no goods have been received.

MR. READ, in objecting to the amendment plan on the ground of expediency, explained that the American Warehousemen's Association had had difficult work in keeping various amendments from creeping in—before various State Legislatures—that would invali-

date or vitiate the Act or destroy its uniformity. He feared that an effort now to put through the amendments as proposed might stir up the whole question anew and other amendments of unfavorable character might be adopted.

Committee Insistent

It was indicated at the close of the hearing that the Committee on Commerce, Trade and Commercial Law was of the opinion that the suggested amendments should be introduced in the various Legislatures and that the committee would so recommend to the American Bar Association.

The situation relative to Section 20 is explained in a document prepared by the committee, as follows:

"At common law there was a sharp conflict in the authorities as to whether a warehouseman was liable upon its warehouse receipt, issued by its agent who had authority to issue warehouse receipts where no goods had been received.

"It was the belief of the Commission on Uniform State Laws in National Conference that the warehouseman should be liable under such circumstances and that the law should be made uniform upon the subject.

"For the purpose of making the warehouseman liable and to make the law uniform the Commissioners on Uniform State Laws in National Conference, provided in Section 20 of the Uniform Warehouse Receipt Act, as follows:

"SECTION 20. (*Liability for Non-Existence and Misdescription of Goods.*)—A warehouseman shall be liable to the holder of the receipt for damages caused by the non-existence of the goods or by the failure of the goods to correspond with the description thereof in the receipt at the time of its is-

sue. If, however, the goods are described in a receipt merely by a statement of marks or labels upon them, or upon packages containing them, or by a statement that the goods are said to be goods of a certain kind, or that the packages containing the goods are said to contain goods of a certain kind, or by words of like purport, such statements, if true, shall not make liable the warehouseman issuing the receipt, although the goods are not of the kind which the marks or labels upon them indicate, or of the kind they were said to be by the depositor.

"The question whether said Section 20 had accomplished its purposes to so make the warehouseman liable under the circumstances stated, came before the Supreme Judicial Court of Massachusetts. As early as 1861, in the case of *Sears vs. Wingate*, 3 Allen 103, that Court had held that a common carrier was not liable under a Bill of Lading where no goods had been received. The Supreme Court of Massachusetts on September 11, 1914, in *Rosenberg vs. National Dock and Storage Warehouse Company*, 218 Mass. 518, held that the language used in said Section 20, was not sufficient to change the common law of Massachusetts, as laid down in *Sears vs. Wingate*, supra.

"The decision of the Supreme Judicial Court of Massachusetts, that the language of Section 20 was not sufficient to change the common law of Massachusetts or any other State and did not have the effect to make the law uniform, was generally accepted as sound.

"This decision was freely discussed by the bar and in Volume 28 of the *Harvard Law Review* for 1914-1915, page 336, the following comment appears:

"*Warehousemen — Warehouse Receipts—Liability for Fraudulent Issuance by the Agent: Effect of Uniform Warehouse Receipts Act.*—The general manager of a warehouse, who had no authority to issue receipts except upon receiving goods, issued and sold to the plaintiff warehouse receipts for goods which in fact had never been received. The plaintiff now sues the warehouseman for non-delivery of the goods. Held that he cannot recover. *Rosenberg vs. National Dock and Storage Co*, 218 Mass. 518, 106, N. E. 171.

Conflict of Authority

"There has been great conflict of authority concerning the liability of warehousemen upon warehouse receipts issued by agents without specific authority for goods which have never been received. See *Williston, Sales*, page 419. Previous to its adoption of the Uniform Warehouse Receipts Act, Massachusetts took the view that the warehouseman was not liable, on the ground that the agent acted outside the scope of his employment. *Sears vs. Wingate*, 3 Allen (Mass.) 103. Section 20 of the uniform law, however, provides that "a warehouseman shall be liable to the holder of a receipt

for damages caused by the non-existence of the goods. *Mass. Stat.* 1907, c. 582, p. 21. See *Mohun, on Warehousing*, 2 ed., p. 7. The principal case decides that this provision has made no change in the law. It seems impossible to quarrel with this conclusion, no matter what one may think of the soundness of the position previously taken. The statute was not intended to alter the several rules of agency conceived to be applicable to the case. Its words receive their full meaning as a definition of the warehouseman's liability when a receipt is issued with authority. To the purchaser of a receipt fraudulently issued by an agent the statute gives no additional protection, for he is not even a "holder of a receipt" within the meaning of p. 58 of the uniform law."

"Purpose Defeated"

"Whether sound or unsound, the effect of said decision was to destroy the purpose in the enactment of Section 20.

"In the year 1920, about six years after the decision by the Supreme Judicial Court of Massachusetts, in *Rosenberg vs. National Dock and Storage Warehouse Co.*, supra, there was a volume issued entitled 'Uniform State Laws in the United States, Fully Annotated.' We wish to call attention to the fact that the statement was there made that said laws were 'fully annotated.' The title page further stated that the volume had been 'edited and published under the auspices and for the purposes of the National Conference of Commissioners on Uniform State Laws.' The key to the book contained the following statement:

"Under each section of each of the Acts will be printed the decisions bearing upon such section arranged in alphabetical order according to the names of the states in which such decisions were rendered. By this arrangement, it will be easy to find the decisions of any State on any provision of any Uniform Act."

"The committee turned to page 275 of said volume, wherein Section 20 is printed in full. The committee fails to find any reference to said case of *Rosenberg vs. National Dock and Storage Warehouse Co.* decided about six years before the volume was issued. In volume 2 of *Williston on Contracts*, published in the same year (1920), it is stated in Note 9 under Section 1055, at page 1972, as follows:

"If, however, a warehouseman's agent in violation of his authority issues a warehouse receipt when no goods have been delivered, the statute does not render the warehouseman liable. Whether the act of the agent is the act of the principal, must be determined by the common law. *Rosenberg vs. National, etc., Warehouse Co.*, 218 Mass. 518, 106 N. E. 171."

"It is, therefore, necessary that said Section 20 be amended and language put therein, so as to effectuate its purpose, similar to the language used in Section 23 of the Uniform State Bills of

Lading Act, and in Section 22 of the Pomerene Federal Bills of Lading Act, as same originally passed the Senate, and in the amendment to Section 22, proposed by your committee in its report recommending the passage of a bill to amend and supplement the Pomerene Federal Bills of Lading Act.

"Your committee has drafted a bill as follows:

A Bill

"To amend Section 20 of an act entitled "An Act to Make Uniform the Law of Warehouse Receipts."

"Be it enacted, etc., That Section 20 of an act entitled "An Act to make Uniform the Law of the Warehouse Receipts," be and the same is hereby amended so as to read as follows:

SEC. 20. A warehouseman shall be liable to the holder of a receipt issued by him on his behalf by an agent or employee, the scope of whose actual or apparent authority includes the issuing of warehouse receipts, for damages caused by the non-existence of the goods or by the failure of the goods to correspond with the description thereof in the receipt at the time of its issue. If, however, the goods are described in a receipt merely by a statement of marks or labels upon them, or upon packages containing them, or by a statement that the goods are said to be goods of a certain kind, or that the packages containing the goods are said to contain goods of a certain kind, or by words of like purport, such statements, if true, shall not make liable the warehouseman issuing the receipt, although the goods are not of the kind which the marks or labels upon them indicate, or of the kind they were said to be by the depositor.

"SEC. 2. That the provisions of this act do not apply to warehouse receipts made and delivered prior to the taking effect thereof.

"SEC. 3. That original section 20 of an act entitled "An Act to make Uniform the Law of Warehouse Receipts," be and the same is hereby repealed.

"SEC. 4. That no rights, actions, prosecutions or proceedings or causes thereof under said act entitled "An Act to make Uniform the Law of Warehouse Receipts" shall be affected by this act and the same are fully preserved to all intents and purposes as if this act had not been passed.

"SEC. 5. That this act shall take effect and be in force on and after the first day of January next after its passage."

Change Is a "Necessity"

"In view of the fact that several Latin-American Republics are considering the enactment of the Uniform Warehouse Receipts Act, the necessity for promptly amending said Section 20 is apparent, otherwise the error therein will be widened and be a hard blow to the cause of uniformity of the law merchant.

"The opponents of even topical codification of the law have argued that codification puts the law in a straight jacket. A failure to amend promptly said Section 20 will be putting ripe fruit into the basket of arguments of these opponents and halt the great cause of codifying the law merchant and nullify what was said by Cicero, Mansfield and Story that the law merchant should be uniform, universal and world wide."

IN protesting against the suggested wording of the amendment to Section 20, Mr. Horne, on behalf of the Massachusetts Storage Warehousemen's Association, filed with the Bar committee the following resolution which the Massachusetts body adopted at a meeting on April 28:

"Resolved, that the Massachusetts Storage Warehousemen's Association recommend the elimination of the words 'or apparent' in the suggested amendment of Section 20 of an act entitled 'An Act to Make Uniform the Law of Warehouse Receipts'—so that it shall read: 'A warehouseman shall be liable to the holder of a receipt issued by him or on his behalf by an agent or employee, the scope of whose actual authority includes the issuing of warehouse receipts,' etc."

Mr. Horne declared that from a practical viewpoint the words 'or apparent' could be eliminated and thereby a dangerous situation would be avoided. Authority, he explained, should be restricted to an authorized officer of the warehouse company, to avert any possibility of collusion by an employee; prudent management of warehousing throughout the United States demanded this.

Sections 40 and 47

THE situation in relation to Sections 40 and 47 is set forth in the following report submitted to the American Bar Association by the Committee on Commerce, Trade and Commercial Law:

"There are inconsistent provisions in regard to the extent of the negotiability of warehouse receipts, bills of lading, and stock certificates, in the various uniform state statutes which the Commissioners on Uniform State Laws in National Conference have recommended for enactment.

"In Sections 32 and 38 of the Uniform State Sales Act, and in Sections 40 and 47 of the Uniform State Warehouse Receipts Act, it is provided in substance that negotiation may be made by any one entrusted with a document in deliverable form and that negotiation to an innocent purchaser is not invalidated by breach of duty of the person entrusted with the document in question; or by the fact that the owner of the document was induced by fraud, mistake or duress, to entrust the document to the person from whom the innocent purchaser acquired it.

"On the other hand, in Sections 31 and 38 of the Uniform State Bills of Lading Act, and Section 5 of the Uniform State Stock Transfer Act, a purchaser for value, even from a thief or finder, of an order bill of lading or of a stock certificate is protected provided the instrument is made or indorsed to him or is indorsed in blank.

"The Uniform State Sales Act, and the Uniform State Warehouse Receipt Act, were recommended by the Commissioners on Uniform State Laws in National Conference earlier than the other two statutes, and the conference at the

later dates was evidently prepared to go farther in promoting negotiability of mercantile documents than it was at the earlier date. The committee now recommends that the two earlier statutes be amended so as to be harmonious with the later statutes. This is of the greatest importance in regard to the Uniform State Sales Act, since documents of title in that statute include by definition not only warehouse receipts, but bills of lading. Sections 32 and 38 of the Uniform State Sales Act, so far as they relate to bills of lading, directly contradict the corresponding provisions in the Uniform State Bills of Lading Act, with the apparent consequences that if a State first enacts the Sales Act and then the Bills of Lading Act, the latter statute partially repeals these sections of the Sales Act; while if the order of enactment is reversed, the Sales Act to a similar extent repeals the provisions in the Bills of Lading Act. The situation is made more objectionable by the existence of the Federal Bills of Lading Act (Pomerene Act) which as to interstate bills of lading repeats the provision of the Uniform State Bills of Lading Act.

"Sections 40 and 47 of the Uniform State Warehouse Receipt Act are not directly contradictory as they stand with any other statute. They are simply in-harmonious with the provisions of the Bills of Lading Act and Stock Certificates Act. If, however, Sections 32 and 38 of the Uniform State Sales Act are amended as suggested below, so that they shall not be repugnant to the Bills of Lading Act, they will then become repugnant to the existing provisions of the Uniform State Warehouse Receipt Act, since the proposed amendments of the Uniform State Sales Act, applying as they do to all documents of title, will make warehouse receipts fully negotiable while they are not so made by Sections 40 and 47 of the Uniform State Warehouse Receipt Act.

"Moved by these considerations, the committee recommends the following amendments to the Uniform State Sales Act and to the Uniform Warehouse Receipt Act:

Sales Amendment Text

"Section 32 of the Uniform State Sales Act is hereby amended by striking out all of the section which follows the word 'negotiated' and by substituting therefor the following:

" 'By any person in possession of the same, however, such possession may have been acquired if, by the terms of the document, the bailee undertakes to deliver the goods to the order of such person, or if at the time of negotiation the document is in such form that it may be negotiated by delivery.'

so that the section shall read—

"SEC. 32. (Who May Negotiate a Document.) A negotiable document of title may be negotiated by any person in possession of the same, however such possession may have been acquired, if, by the terms of the document, the bailee

undertakes to deliver the goods to the order of such person, or if at the time of negotiation the document is in such form that it may be negotiated by delivery.'

"Section 38 of the Uniform State Sales Act is hereby amended by striking out the words 'induced by fraud, mistake, or duress, to intrust the possession or custody thereof to such person,' substituting instead therefor the words 'deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress or conversion.' Also by striking out the words 'without notice of the breach of duty, or fraud, mistake or duress,' and by substituting therefor the words 'In good faith, without notice of loss, theft, breach of duty or fraud, accident, mistake, duress, or conversion,' so that the section shall read:

How Section 40 Would Read

"SEC. 38. (When Negotiation Not Impaired by Fraud, Mistake or Duress.) The validity of the negotiation of a negotiable document of title is not impaired by the fact that the negotiation was a breach of duty on the part of the person making the negotiation, or by the fact that the owner of the document was deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress, or conversion, if the person to whom the document was negotiated or a person to whom the document was subsequently negotiated paid value therefor in good faith without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress or conversion.'

"Section 40 of the Uniform State Warehouse Receipt Act is hereby amended by striking out all of the section which follows the word 'negotiated' and by substituting therefor the following:

" 'By any person in possession of the same, however such possession may have been acquired, if, by the terms of the receipt, the warehouseman undertakes to deliver the goods to the order of such person, or if at the time of negotiation the receipt is in such form that it may be negotiated by delivery.'

so that the section shall read:

"SEC. 40. (Who May Negotiate a Receipt.) A negotiable receipt may be negotiated by any person in possession of the same, however such possession may have been acquired, if, by the terms of the receipt, the warehouseman undertakes to deliver the goods to the order of such person, or if at the time of negotiation the receipt is in such form that it may be negotiated by delivery.'

"Section 47 of the Uniform Warehouse Receipt Act is hereby amended by striking out the words 'induced by fraud, mistake or duress, to intrust the possession or custody of the receipt to such person,' and by substituting therefor the words 'deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress, or conversion.' Also by striking out the words 'without notice

of the breach of duty, or fraud, mistake or duress,' and substituting therefor the words 'In good faith, without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress, or conversion,' so that the section shall read:

"SEC. 47. The validity of the negotiation of a receipt is not impaired by the fact that such ne-

gotiation was a breach of duty on the part of the person making the negotiation, or by the fact that the owner of the receipt was deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress, or conversion, if the person to whom the receipt was negotiated, or a person to whom the receipt was subsequently ne-

gotiated, paid value therefor, in good faith, without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress, or conversion."

"The committee is deeply indebted to Prof. Samuel Williston of the Harvard Law School for preparing the basis and most of the language of the foregoing."

Interstate Commerce Commission

To Investigate Absorption of Terminal Charges By Railroads Entering South Atlantic Ports

WASHINGTON, D. C., May 1.—The Interstate Commerce Commission has inaugurated an inquiry into the propriety of absorptions of terminal charges by carriers at South Atlantic ports. The Commission desires to find out whether, under existing conditions affecting charges or services or facilities at ports, any ports, shippers, localities or descriptions of traffic are unduly prejudicial or preferred; whether growth, development or construction or improvement of terminal facilities at any port is unduly restricted; and whether the natural flow of commerce through ports and the economical and efficient handling of traffic at ports are unduly impeded.

Absorption of charges by railroads and by certain railroad-owned warehouses at some of the ports was discussed at the White Sulphur Springs convention of the American Warehousemen's Association last December. It was brought out that a number of the railroads were absorbing unloading charges at their own storage plants but were refusing to absorb the same charges when goods were unloaded at public warehouses. W. W. Morse, of Minneapolis, president of the A. W. A., subsequently appointed a committee—George S. Lovejoy, Boston, chairman—to represent the association in an endeavor to remedy the situation.

To Hold Hearings

The situation was brought to the attention of the convention by Arthur P. Jones, president of Jones & Co., Norfolk warehousemen. It was the sense of the meeting that although certain discriminations as outlined were taking place largely at South Atlantic ports, nevertheless generally similar conditions prevailed or threatened at many ports elsewhere and that the situation was not without effect on warehousing conditions in the interior. It was this conviction which led to the decision by the A. W. A. to conduct an inquiry.

The Interstate Commerce Commission announces it will be glad to receive suggestions. Announcement is yet to be made as to when and where hearings will be held.

The present action by the Interstate Commerce Commission comes as the result of findings by the United States Corps of Engineers, which made an investigation at the direction of the Secretary of War. These findings allege that railroads have strangled private enterprises and that free flowage of commerce is impeded at certain ports.

The findings were transmitted by Secretary of War Weeks to the Interstate Commerce Commission. The Secretary wrote:

3 Forms of Control

"The chief of engineers points out that there are three forms of terminal control. These are (a) public, State or municipal; (b) railroad, and (c) private. At none of our ports is control under either one of these three heads. San Francisco and New Orleans have the nearest approach to complete public control, but at all of our important ports there is some railroad control, and, at many, private terminals. Under present conditions of railroad operation, the railroads have no direct incentive to build or operate terminals such as would turn the ships around in the least practicable time, and even should such incentive exists, they are not now financially able to provide the costly wide piers and the expensive mechanical equipment necessary to the greatest economy.

"As will be seen from the attached manuscript, the tariff charges for handling cargo over the railroad terminals at practically all South Atlantic and Gulf ports are from $\frac{1}{4}$ to $\frac{1}{2}$ the actual cost of performing the work, and this is the amount that the railroads allow private terminals for such services performed by them.

"Under such circumstances, private terminals now in existence do mostly a warehousing business, or handle local freight only. They cannot exist on the railroad division for through overseas business. Private capital cannot therefore be attracted to invest in such terminals, nor can the large cities be expected to construct such terminals, if, as sometimes happens, the situation created by the railroads is such that it is

certain in advance that an adequate return cannot be had with which to amortize the bonded debt, and that the indirect gains are so seriously restricted as not to counterbalance this direct loss."

After urging that all terminals be placed upon a proper basis, Secretary Weeks continues:

"The difficulties of the problem are no doubt considerable, but it is believed that this can be done, in some cases by revising the terminal tariffs so as to be reasonably compensatory for the service actually performed, thereby permitting privately owned terminals to be created and operated. In general, however, the creation and operation of all terminals by the local public authorities or by the State constitutes the best solution, and this course should be adopted wherever possible."

The engineers in their report to Secretary Weeks emphasized the following:

"To permit the free flow of commerce through our ports the obstacles in the way of creating model terminals must be removed, and since the carriers themselves cannot be expected to initiate the necessary reform, prompt steps should be taken by the United States.

Remedies Proposed

"Two remedies have been suggested: First, a scale of terminal charges sufficient to cover the actual cost of the service, plus a reasonable return on the investment. This would enable private terminals to operate if the railroads were obliged to pay them such charges for service actually performed; second, the discontinuance of the practice of absorbing terminal charges in the rate for the haul."

Further, in explanation of "absorbing terminal charges in the rate for the haul," and of railroad practices in general, Major General Lansing H. Beach, chief of engineers, writes Secretary Weeks:

"As is stated in the main report, the railroad tariffs for such terminal services as wharfage and storage are no more than $\frac{1}{4}$ to $\frac{1}{2}$ of the cost of rendering these services.

"Usually these terminal charges are absorbed in the line haul rate which is

apparently so adjusted as to make the entire operation profitable to the railroads, the earnings on the line haul being more than sufficient to cover losses incurred in operating the water terminals owned by the railroads. But these railroad tariffs also apply to privately owned terminals which, when handling through business, therefore receive for wharfage and storage only $\frac{1}{4}$ to $\frac{1}{2}$ the fair cost of the services involved.

"Obviously private terminals cannot afford to do business at a loss, and they therefore either are driven out of business altogether or are forced to seek and limit themselves to business of a more remunerative character, such as the handling and storage of local traffic. Such limited use of terminals is detrimental to the best interests of the public.

Condition Vicious

"This condition is vicious and should be remedied, and therefore to ameliorate the terminal situation the first step should be the compulsory revision of terminal tariffs so that they will represent actual out-of-pocket cost plus a fair allowance for the use of the facilities and for a profit on the transaction. Even though nothing else is feasible in the way of a remedy, this change or tariffs would be a great step in advance; but it would not be one as generally beneficial as would be widespread public ownership and operation of terminal facilities, a state of affairs that prevails abroad at practically every port of consideration.

"My own observation is that railroad ownership of port terminals is hurtful."

A. H. Bitter, chief statistician of the corps of engineers, in reporting to the chief of engineers on the effect of inadequate or unsatisfactory port conditions on transportation, writes:

"The practice which railroads have followed of buying business with their terminals has been instrumental in causing serious congestion at our seaports, because it rendered financially impossible the construction of new terminals or the modernization of old wharves.

"During the recent transportation shortage, when shippers throughout the entire land were calling for cars, the classification yards and the tracks for many miles from the sea were filled with cars which could not be unloaded because of the lack of terminal facilities. There is a great shortage of terminal facilities, and this shortage has resulted in the use of cars for storage which should have been used for transportation. Because of inadequate facilities, vessels are unable to obtain their cargoes promptly, and their stay in port is thereby greatly increased. Unlike cars which obtain some revenue for demurrage, vessels held in port are accumulating heavy charges from which there are no returns. Vessels are earning only when in motion, and vessels held in port suffer a total loss in charges and lack of business of from \$2,000 to \$4,000 per day."

Unfair Practice

The following quotation from an editorial in the *Virginian Pilot* and the *Norfolk (Va.) Landmark* will be of interest to warehousemen:

"There can be no question about the

soundness of the principle that every service should pay its own way. If it is unfair trade practice to sell sugar at less than cost on condition that the buyer purchase with each five pounds of sugar \$2 worth of other commodities sold at a profit, it is unfair trade practice to sell wharfage and storage at less than cost on condition that the buyer purchase with this terminal service certain freight services from the profits of which terminal losses are recouped. In both cases the system operates to kill off competitors seeking to deal exclusively in the commodities or services sold under the club plan at less than cost, and to encourage overcharges on the commodities or services sold at a profit.

Warehousing Should Grow

"In the work of investigating terminal charges and securing their standardization on a basis that will make the service self-sustaining, the Interstate Commerce Commission deserves all the assistance that can be offered by this community. Before undertaking to disturb the present situation, the commission will naturally make a complete study of the effect of changes on the movement of traffic to the various competitive ports, and will do nothing to create new discriminations. It should be possible to bring about this standardization without penalizing the railroads or the shipper, and without setting up inequalities as between the ports. To such a standardization the Norfolk Port Commission should lend its effective support. It is to the interest of this port that the private warehouse industry grow and prosper. It can not do so as long as it is subjected to subsidized competition."

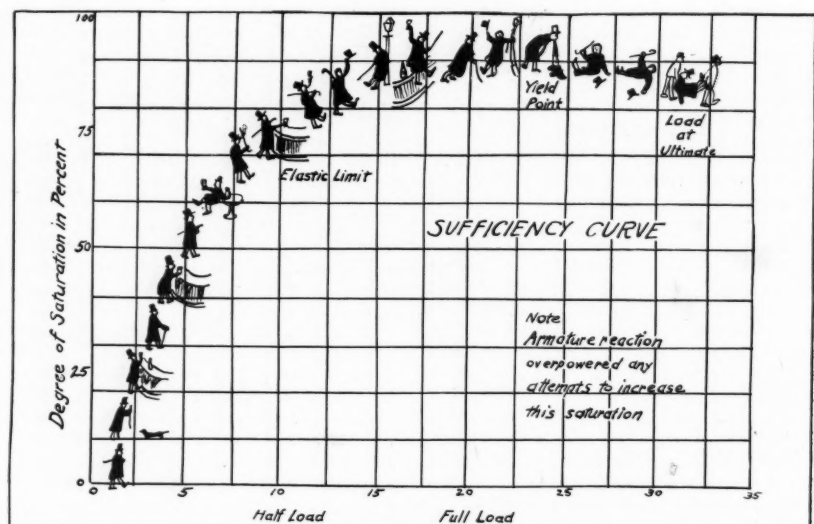
Storers of Dry Commodities Will Hardly Be Interested in This Engineering Product

STUDY the accompanying chart—and regulate accordingly any private violation, if any, of the Volstead Act.

Engineers working for Campbell Stores, forwarders and warehousemen of Hoboken, N. J., worked out this chart. H. E. S. Wilson, vice-president and treasurer of the Campbell company, writes to *Distribution & Warehousing*:

"We have done considerable figuring lately on safe and unsafe loads for warehouses, elastic point, yield point, etc., and our engineers have handed to us something which might possibly interest you."

In these days it would seem as though cost accounting ought to figure somehow into this situation, considering what the price is per, but the chart-makers have ignored that fundamental.



UNSAFE LOADS FOR A WAREHOUSE

H. K. Holman, Jr.

Bonding the Warehouse

Why It Certifies to Business Integrity and Financial Responsibility

By WALTER E. SEELEY

President, Union Terminal Warehouse Co., Los Angeles

WE are very much interested in the article which appeared in the March issue of *Distribution & Warehousing* on the subject of giving bonds to shippers.

As we have taken it upon ourselves voluntarily to bond our service we are naturally interested in presenting our side of the question.

The article referred to brought out the suggestion that

giving a bond is a tacit admission that your business integrity and financial responsibility are questionable. As a matter of fact, quite the contrary is the case.

If you will stop to consider for a moment you will realize that no concern whose business integrity or financial responsibility is questionable can secure a bond, and therefore the bonding of your warehouse is a certification of your business integrity and financial responsibility.

IT is the practice of the bonding companies to investigate very thoroughly and fully not only the moral standing of the concerns whom they bond, but their finances as well, and if we have been successful in obtaining a bond it means that our standing and record have been investigated by experts who are willing to guarantee us.

Not a Reflection

We do not in any sense consider it a reflection on us when we are asked to give a bond. We know that the very best men and concerns in the country daily give bonds covering positions of trust and guaranteeing the fulfilling of their contracts. This practice has long been recognized as sound and is a statutory requirement in countless instances. All contractors on public works and nearly all on private contracts give bonds. All public officials give bonds. Banks frequently give bonds covering deposits. In many states the law requires warehouses to be bonded.

Employees Bonded

We require our own employees to be bonded. It is no reflection on them—merely a proper business precaution. A \$100,000 warehouse bond runs to all our customers and we are saved the trouble and expense of giving a separate bond to each or the necessity of correspondence in an endeavor to convince a customer three thousand miles away that our moral and financial responsibility in our local community is not questioned.

Insures Public Confidence

The practice insures public confidence and we can see no objection to it. We do not bond ourselves with the thought in mind of securing any one particular account. We bond ourselves because we

THE OTHER SIDE:

IT is a many-times told tale that there are two sides to every question. This article by Mr. Seeley is "the other side" to the query: "Why Give Bond to the Shipper?"

The one side—that the merchandise warehouseman should not be required by the shipper to furnish an indemnity guarantee—appeared in a recent issue of *Distribution and Warehousing*. To quote from the writer of that first article:

"We who are engaged in warehousing are more anxious in giving it its justifiable place in the commercial world than we are in giving bonds to get a particular account, because if the commercial world understands the function of a warehouse and appreciates that the business has drawn to it concerns of high integrity and financial responsibility, then there will not arise a question of this kind."

The other viewpoint, as presented now by Mr. Seeley, is that:

"Ours is a position of trust. Why is it not our duty not only to make our trust attractive, but secure? We know that we are good warehousemen and that the affairs of others are safe in our hands, but why should we ask those entrusting their matters to us to have any questions in their minds whatever?" Also: "The bonding of your warehouse is a certification of your business integrity and financial responsibility"

think it is part of our duty as warehousemen to make absolutely certain to our customers that their matters will be properly taken care of.

"Part of Our Service"

Ours is a position of trust. We are daily asking other people to put their matters in our hands, and why is it not our duty to not only make our trust attractive, but secure? We know we are good warehousemen and that the affairs of others are safe in our hands, but why should we ask those entrusting their matters to us to have any questions in their minds whatever?

If we were not good warehousemen and worthy of confidence, we could not secure a bond; and, such being the case, why is it not part of our service to bond ourselves?

Greater Security

Hardly a day goes by that we do not communicate with our banks or the mercantile agencies to find out who such and such a concern is and whether it is safe for us to do business with the concern. Many of these concerns, we find, are thoroughly responsible. We certainly would be saved a considerable amount of trouble and have a greater feeling of security if we knew that these concerns had been previously investigated and certified to by a bonding company.

A Doubtful Slogan

Personally we doubt the wisdom of the slogan, "Ban the Bond." What would you think of doing business with a bank who made capital out of the fact that they bonded none of their officers or employees and looked upon such bonds as a reflection on their institution? No more should we, in our opinion, take such an attitude.

We consider it a part of good service to bond ourselves, and might go so far as to say that we consider it our duty, and certainly we do consider it good and legitimate advertising.

We want our customers to know that

we do not ask them to take us entirely on faith; that we are good enough to be able to get a bond and that we have associated with us in our enterprise a corps of employees who have been thoroughly investigated by a bonding company and

pronounced worthy of trust and confidence.

We believe that bonding ourselves is merely another step toward putting the warehouse business on the high plane where it belongs.

The Warehouseman's

OVERHEAD IN DULL TIMES

"What Per Cent Everything Is to Nothing," Sounds Like a Puzzle, but to the Storage Executive Who Is Studying Cost Finding—

Read What One Says About It:

SAMUEL G. SPEAR, treasurer of the Terminal Wharf and Railroad Warehouse Co. of Boston, during one of his many talks to a group of warehousemen anent cost accounting, was discussing overhead. He was asked what the effect would be if a warehouseman handled no goods for a certain period of time; how would his overhead stand for that period? The answer was:

"I can't tell offhand what per cent. everything is to nothing, but its pretty high."

The warehousemen who were present at that meeting have had an opportunity during the past nine months to realize the full significance of that answer. Generally speaking there has been but little movement to and from warehouses.

The writer of this article is submitting some of his figures for the first three months of 1921. A word or two of explanation may help one to understand the seeming unreasonableness of such figures:

OUR clerical organization has been secured through the process of "trial and error," and naturally we were loathe to disrupt it, especially when we have had almost weekly promise of a revival of activity. Our outside help has been cut to a minimum, the checkers, or "headers," as they are called in some sections, being retained and given regular employment. When nothing of a productive nature could be found for them to do, they have painted, white-washed and swept, some of their time thus being chargeable to repairs. We still have the same investment in equipment, taxes and insurance on same, and depreciation, like the poor, we have always with us, whether our equipment is active or not.

Low Productive Cost

Another factor that brings out the "everything to nothing" phase of our present conditions is the very low productive cost in terms of earnings. The earnings for every dollar spent productively at Store No. 1 were \$4; and for every one spent at Store No. 2, \$4.92. Allowing for a 10 per cent profit, Store No. 1 can withstand an overhead of 264 per cent and Store No. 2, one of 347 per cent.

Such figures seem ridiculous, but are possible with an operating force that is highly efficient and in a warehouse laid

FROM THE AUTHOR:

THE warehouseman who is studying cost accounting will be interested in this discourse on overhead. "For obvious reasons," the writer of it says, "I desire that the authorship be kept secret, as such evidence as I have presented here would be a dangerous weapon for a competitor."

But for the general good of the industry, and for the special benefit of storage executives interested in cost finding, he is willing to have it published as an anonymous communication and moreover is willing to answer such inquiries regarding it as may be sent to *Distribution and Warehousing*.

out to accommodate the class of work handled. Warehouse No. 2 is the last word in up-to-date construction and all productive labor was performed by experienced men desirous of holding their

jobs. Some of our productive costs are surprisingly low, but to offset them we have a high overhead even through a normal period.

To accept the proverbial 125 per cent overhead without investigating one's own productive costs and one's overhead seems to the writer to be a thrust in the dark.

It may be insufficient and it may be excessive.

"A Bit Arbitrary"

The Central Bureau Committee of the American Warehousemen's Association has maintained that "two-thirds of the time of the office employees, and therefore the management also, is concerned with various handling operations." This to the writer seems reasonable, though in figures he cannot substantiate or refute the argument. But to allot two-thirds of traveling expenses, association dues and assessments to labor during a period when labor is very inactive and storage is at least normal, seems a bit arbitrary and unjust, especially when heavy traveling expenses were incurred for the purpose of securing new business.

The writer has therefore split his general expense (other than salaries) with storage expense in proportion to the respective earnings of storage and labor:

Estimated Statement Cost Department

Three Months Ending March 31, 1921

**Store No. 1
Labor**

Labor Receipts		90.40%
Labor Expenses		
Productive Labor	22.6%	
Non-Productive Labor	8.2	
Pay Roll (less watching)		30.8%
Labor Insurance	2.8	
Labor Expense	7.7	
7% on Investment in Equipment	2.9	
Taxes on Equipment	1.2	
Depreciation on Equipment	4.1	
Repairs to Equipment	4.3	
Insurance on Equipment	0.1	
Interest on Working Capital	0.9	
Salaries (two-thirds)	37.8	
*General Expense	7.4	100.00%
Loss on Labor		9.6%
Per Cent of Overhead { Overhead }		342.00%
{ Productive Labor }		
General Labor Expense (weekly)		5.33%

*Split with Storage Expense in proportion to the respective earnings.

Estimated Statement Cost Department

Three Months Ending March 31, 1921

**Store No. 2
Labor**

Labor Receipts		97.5%
Labor Expenses		
Productive Labor	19.8%	
Non-Productive Labor	11.8	
Pay Roll (less watching)		31.6%
Labor Insurance	3.2	
Labor Expense	9.6	
7% on Investment in Equipment	2.3	
Taxes on Equipment	1.2	
Depreciation on Equipment	3.3	
Repairs to Equipment	2.4	
Insurance on Equipment	0.06	
Interest on Working Capital	0.94	
Salaries (two-thirds)	36.8	
*General Expense	8.6	100.00%
Loss on Labor		2.50%
Per Cent of Overhead { Overhead }		406.00%
{ Productive Labor }		
General Labor Expense (weekly)		5.26%

*Split with Storage Expense in proportion to the respective earnings.

Advertising Storage Space for Liquors Not Prohibited Under Volstead Act

A WAREHOUSEMAN is not prohibited, under the National Prohibition Act, from advertising in the newspapers that he has space in his building for the storage of intoxicating liquors. Before storing liquors, however, the warehouseman must procure a permit author-

izing him to store and to distribute, in accordance with provisions laid down by the Treasury Department.

This decision so important to the warehouse industry is made by John F. Kramer, Federal Prohibition Commissioner, in a letter to *Distribution & Warehousing*.

"YOU are advised," Commissioner Kramer writes, "that the advertisement of space in a warehouse for the storage of intoxicating liquors is not prohibited by the National Prohibition Act. However, liquors for non-beverage purposes may be stored in a commercial warehouse only on condition that the owner thereof procures a permit covering a special portion of such warehouse over which he will have control, authorizing the storage of liquors therein and distribution therefrom.

"Liquors having a beverage status may be stored in a commercial warehouse by the owner in accordance with the provisions of T. D. 3129."

Copies of Treasury Department 3129 may be obtained by addressing Commissioner Kramer. This ruling was published in full in March issue of *Distribution & Warehousing*.

The question of a warehouseman having the right to advertise space for storage of liquors was brought up by the San Francisco Storage Co. Early in the year H. M. Goldberg, president of the San Francisco company, addressed a letter of inquiry to the Treasury Department.

In a letter to *Distribution & Warehousing* Mr. Goldberg said:

"A great many things pertaining to the Volstead Act are mysterious. One of its mysteries is advertising. The writer claims that if one has the right, and is permitted by law, to do certain things, that person should have the right so to inform the public by announcing the same.

"There is a difference between announcing and advertising. Advertising is more or less creating a desire; announcing is a public statement advising the people that one has the opportunity of doing certain things under certain conditions. This a little intricate but it is a point.

"We would like to put an advertisement in the newspapers and theatre programs occasionally, saying that we have a safe place for the storage of liquors. We do not want to put an ad. in the papers and then be jacked for it afterward by the Prohibition Department and cause a lot of inconvenience and expense. We will write an announcement and have it set up and see what success we will have with the local Pro-

hibition Commissioner to place it in the papers. In the meantime it will be well to try to get something definite out of the Prohibition Commissioner."

S. L. Shank a Mayoralty Candidate

INDIANAPOLIS, May 16—Samuel L. Shank, head of the Shank Furniture & Storage Co., and, since elected Mayor twelve years ago, prominent in Republican politics in Indianapolis, was victorious in the recent city primaries in his race for the nomination for Mayor on the Republican ticket. He was opposed by the present Republican city administration and was nominated by 1647 votes over the former president of Butler College, the administration candidate.

Mr. Shank is known throughout most of the larger cities of the United States for selling potatoes at wholesale to the poor persons of the city during some dull times during his administration. He resigned during his former administration, just before its close. He has been County Auditor and at one time was on the vaudeville stage.

DEVELOPING NEW BUSINESS—III

For the Household Goods Warehouseman:

SAY IT WITH A MAP

How a Chicago Company Attracts New Business by Putting Its Location Story Across to Out-of-Town Patrons

By JOHN Y. BEATY

DO all of your out-of-town correspondents know the exact location of your warehouse with respect to railroad team tracks? If they do not, you might benefit by using the plan which is being employed by the Empire Express, Storage & Van Co. of Chicago.

On the back of this company's letterheads is printed a two-color map, showing that section of Chicago that is best served from this company's warehouse. The streets are printed in black; the location of the storage house, the locations of the various team tracks, and the routes with dis-

tances to these team tracks are shown in red.

Upon receiving one of these letterheads I at once appreciated the great value to out-of-town people that would come from the receipt of one of these maps, and so I inquired from the general manager of the Empire company and found that he had never solicited expressions of opinion from any business correspondents or customers as to the value of a map. So I asked him for the names of some of the out-of-town correspondents and wrote to them and inquired if they made any definite use of the maps.

THE replies were indeed enlightening.

For example, W. M. King, manager of the Fireproof Storage Co. of Louisville, Ky., said this:

"We have just billed to the Empire a shipment that is to be delivered to a street very near them, and if it were not for the map (not knowing Chicago very well) we would have most likely billed this shipment at random.

"We are somewhat surprised that many or all of the warehouses in Chicago have not published maps the same as the Empire. These maps are such a help in making shipment to Chicago.

"When we look at our Chicago map and locate the street on which the consignee will live, we then locate the nearest warehouse to the location and if the location is on the map the Empire has supplied us, the shipment, of course, goes to them."

Easy to Route

In a letter from New Jersey, S. K. Eldridge of the Lincoln Storage Warehouses of East Orange says:

"It is quite true that we have been doing considerable business with the Empire company of Chicago, and equally true that we have found their map on the back of their letterhead very useful indeed.

"As president of this company, I have always admired their letterhead and have contemplated getting out for myself something of a similar nature. This map makes it easy to route shipments to the different tracks and warehouses of

NEW BUSINESS

THIS article telling how the Empire Express, Storage & Van Co. of Chicago is attracting profits by making use of Chicago's city map is the third of a series of articles on methods of developing new business. The fourth will appear in an early issue.

The importance of this subject is emphasized in the words of a recent address by the president of one of the Central Western warehousing associations. He said:

"To-day we are facing a lean period in the storage business. We haven't been very busy for several months. Under the old order of things before this organization was formed, and in the early days of its youth, the natural thing to do was to go out and skin the other fellow and try to get some of his business away from him. Right now does it enter into any of your minds that you do that thing to-day?"

The period of "skinning the other fellow" is past in warehousing, just as other big trade groups have relegated that practice into dim history. In its place has come initiative in developing new business. To describe what other warehousemen are doing in the way of initiative is the purpose of these articles.

this company, and I would say is a great aid to warehouse men in the East, who are without directions of Chicago and unfamiliar with the lines of the city."

George W. Cook, secretary of the Fireproof Warehouse & Storage Co. of Columbus, Ohio, says:

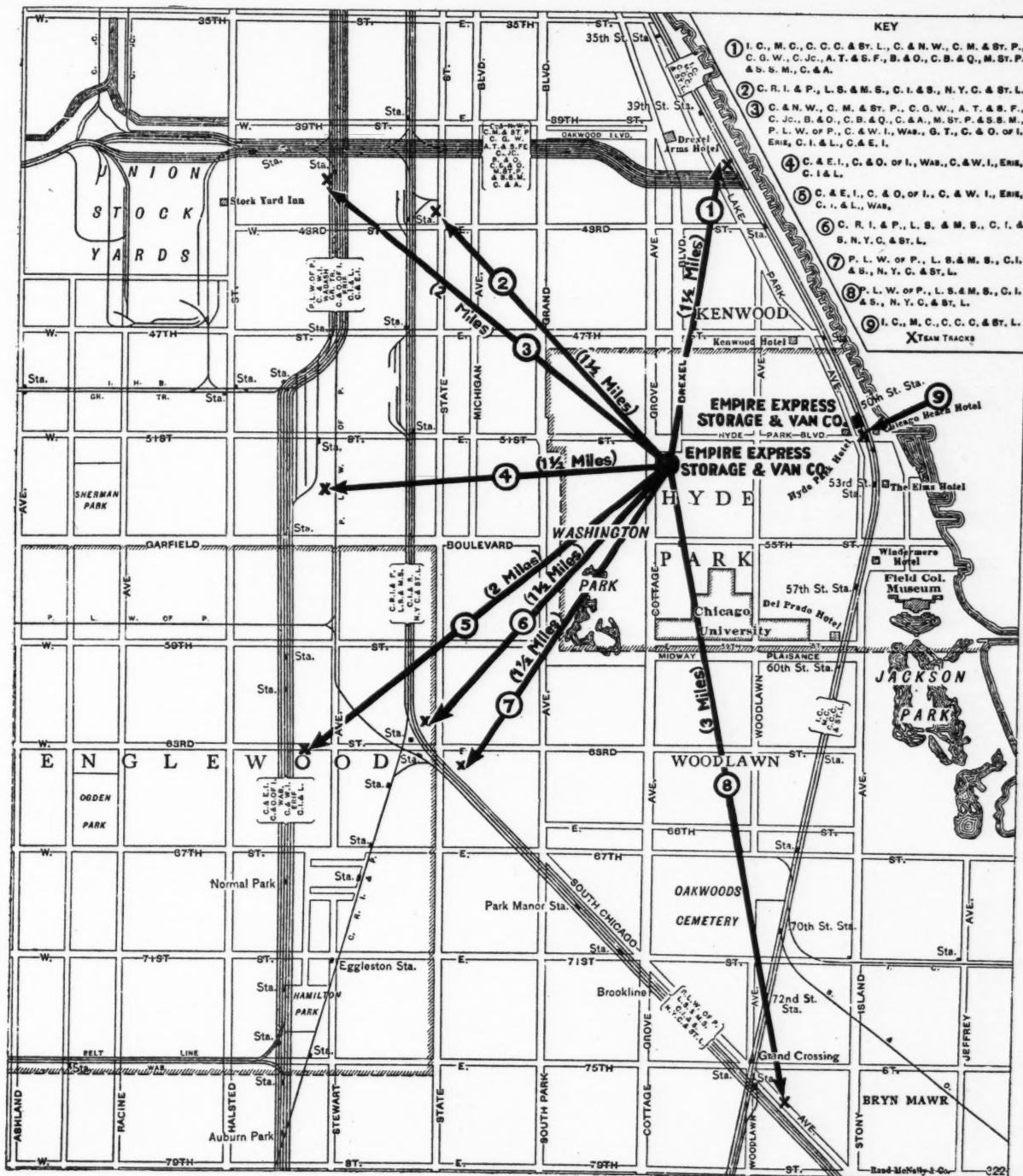
"I have noticed on the stationery of the Empire Express Storage & Van Co., a map of Chicago, and it has been of good service to us on many occasions."

Examine the map which is under consideration, a copy of which you will find reproduced on page 27. You will see that all of the streets within the territory of the Empire company are shown on the map. The railroad lines are all clearly shown and plainly marked, and, in addition, a key is published in the upper right-hand corner which shows the location of the team tracks of the various railroads. Then notice the arrows, all of which are numbered. These arrows not only point out the location of the various team tracks, but figures adjoining them show the actual number of miles between the team tracks and the warehouse.

Three-Mile Radius

You will notice that the greatest distance is three miles. In other words, this company considers that its profitable operating radius is about three miles from its main storage warehouse. That, of course, was taken into consideration when the warehouse was located, and is constantly emphasized by the use of this map.

The printing of the map on the back



Chicago city map as utilized by the Empire Express, Storage & Van Co. in enabling out-of-town warehousemen to visualize the Empire plants in relation to railroad and street connections. The lines, arrows, squares, circles, crosses and figures shown here in heavy blackface type are in red on the Empire company's map

of the stationery is very inexpensive, of course. The original cost of making the map did not amount to much, and there has been no occasion to make any changes in it. The plates for printing it are kept on hand and the cost is simply a matter of running the plates through the press, once for each color.

This map shows the location of twenty-four railroad connections accessible to the Empire company.

No special effort has been made to call this map to the attention of out-of-town warehousemen. It has been considered that the frequent correspondence with these warehouses serves as sufficient

media to distribute the maps. If the maps were printed on a separate piece of paper they might be overlooked or thrown away and there might be only one chance for the correspondent to set it aside for use; whereas, by having it on the back of the letterhead, it goes with every letter and the chances of its

use by warehousemen are thus multiplied.

The common practice of selecting the warehouse to which goods may be consigned is concisely explained in a letter from C. A. Aspinwall, president of the Security Storage Co. of Washington, D. C. He says:

"When we send shipments to Chicago, we consign in care of a corresponding warehouse in the section in which the consignee is to locate, but we pick out a corresponding warehouse, first with regard to the reputation established by the warehouse for service, and second with regard to reciprocal exchange of business."

This being the case, it is, of course, important that the exact location of a warehouse be firmly fixed in the minds of all the correspondents.

The arrows on the map are, perhaps, the most important part of it. For example notice the effect of these arrows on a corresponding warehouse owner as expressed in a letter from J. W. Glenn, of O. J. Glenn & Son of Buffalo. He says:

"The map, of course, attracted our attention and we have been impressed with the advantages that the Empire company presents through its convenience in short hauls from the various railroads."

In the correspondence I had regarding this map I found that some of the larger warehouses make use of a larger city map of Chicago, on which they have located the various warehouses. The larger map, however, does not point out

so clearly the accessibility of the various warehouses to railroad team tracks. But the fact that many of the larger warehouses do have these maps makes the use of the map on the letterhead seem a little more important in getting business from the smaller companies. For example R. H. Brown of the Hogan Transfer & Storage Co. of Indianapolis says:

"Due to the fact that we have a complete map of inside Chicago, together with a listing of the different railways, warehouses, and streets, it has not been necessary for us to refer to the Empire company map to aid us in the routing of our goods. However, I can see the value of this map to parties who do not have a complete map of Chicago."

Somewhat similar information is given by S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co. of Kansas City. He says:

"We have never used this map for the reason that we have larger maps of Chicago. We are on friendly terms with the Empire company and send much business to them through Englewood Station."

"We presume the map would be used by companies not so familiar with conditions in Chicago as we are."

It is quite probable that more use would be made of these maps, especially by the larger companies, if the attention of these companies were called to them. Perhaps some of those to whom I have written will put one of these maps in service, now that it has been mentioned.

There probably are a number of other ways that maps of this sort could be used to good advantage. Some splendid suggestions for further use of this kind of a map were made in a letter I received from James F. Keenan, president of the Haugh & Keenan Storage & Transfer Co. of Pittsburgh. Mr. Keenan says:

"A map of this kind thus displayed if in use on all other forms ought to be productive of much good, particularly if the map is shown on proposals, which go to the prospective customer, and on the warehouse receipts which are later issued."

"In our particular case, it is not as good a scheme as one would think on first thought, for the reason that the Empire letters follow and are attached to the papers relating to the shipment from them; or, if the shipment is from us to them and there is any accumulated correspondence, the same thing happens. Or if it is a straight piece of correspondence from Empire requiring an answer, our carbon copy is attached to their communication and all papers filed."

"Thus, the map may easily be overlooked."

Mr. Keenan's suggestions are good. The principle on which he is arguing is that the map should be placed in the hands of the customer who contemplates making the shipment before shipment is actually routed, rather than afterward, which plan might be carried out by having the map printed on proposals and on warehouse receipts.

Here Is a Labor-Saver for the Boss Himself

THE warehouseman who operates a big plant or series of adjoining plants and has a great deal of walking to do in a day's time will be interested in a little electric car, called the Automatic Electric, which is being put on the market by the Automatic Transportation Co. of Buffalo, manufacturers of electric industrial trucks and tractors.

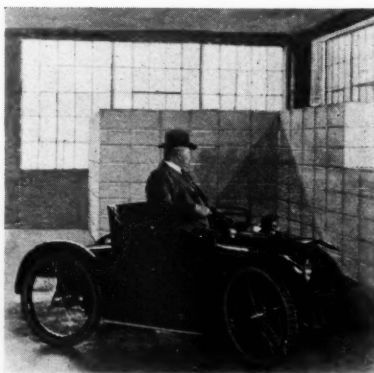
Short Wheel Base

The Automatic Electric, with its narrow tread of 35 inches and its short wheel base of 61½ inches, may be driven in and out of the warehouse, through doorways and many of the aisles, onto the elevators, with as little trouble as an ordinary industrial truck or tractor. It seats two persons comfortably. The following description is issued by the manufacturers:

Description

"Axles, frames, springs, roller bearings and all other metal parts are made of the finest quality steel of ample proportions. The body is made of aluminum, reinforced with a wooden frame. The car is upholstered in leather and

It Is Called the Automatic Electric



Are you going from your office to Warehouse B a couple of hundred yards away? Why walk? The automatic electric is designed to carry you there—and back

equipped with electric lights, electric horn and wire wheels with three-inch cord tires.

"It has a special 24-volt motor, transmitting power through silent chains to the rear wheels. Gear reduction is 10 to 1; three speeds forward and one reverse."

15 Miles an Hour

"Its source of power is a fourteen cell Exide battery of the very latest type, capable of driving the car fifty miles on a single charge at a speed of 15 miles per hour."

"Two brakes—one on the countershaft and operated by the controller handle, and another operated by a foot lever directly connected to the rear wheels—give complete control over the little car."

"The economy of such a car is obvious. It can be garaged in a space 4 by 8 feet. The amount of care and attention it requires is almost negligible, while the actual cost of operation is but a few cents a day—a complete charging apparatus being furnished, at no extra cost, with each car."

TWO

A Bit Here

Vol. I, No. 12



BITS

A Bit There

Gotham, June, 1921

Rules for Pedestrians

In reprinting these 6 regulations from the *Bulletin* of the Automobile Club of Hartford, Conn., *Two Bits* suggests that every warehouseman who owns motor trucks ought to have them printed on cards and distribute them broadcast. What we mean is that the cards and the rules ought to be distributed broadcast, not the trucks, well, here are the regulations:

1. Pedestrians crossing streets at night shall wear a white light in front and a red light in rear.
2. Before turning to the right or left they shall give three short blasts on a horn at least three inches in diameter.
3. When an inexperienced truck driver is made nervous by a pedestrian, he shall indicate the same, and the pedestrian shall hide behind a tree until the automobile has passed.
4. Pedestrians shall not carry in their pockets any sharp instrument which may cut tires.
5. In dodging trucks, pedestrians shall not run more than seven miles an hour.
6. Pedestrians must register at the beginning of each year and pay a license fee of \$5.00 for the privilege of living. There shall be no rebate if they do not live the entire year.

News Items

Dex Fellowes, the gifted press agent of Barnum & Bailey, presented Ye Ed. with free gratis tickets last mo. & we took our 4½-yr-old to his 1st circus & the drugstore on our block has been filling headache prescriptions ever since.

Alt Greeley of Cleveland, Love Crutcher & light coat of K.C., Frank Rochambeau of Gotham & Ye Ed. was guests on a ride in Will'd Eldredge's auto of Atlantic City last mo. Thanks for the entertainment & other things, Will'd, is the vote of all.

Phil'p Godley of Phila. & Alb't Reed of Wash'ton was Atlantic Citying of late, is our info. Our correspondents are everywhere, or nearly so.—*Advt.*

Pittsburgh & Chicago will be visited by Ye Ed. this mo. (June). However, we got four (4) more subscriptions to *Two Bits* & it looks like maybe the Repub'n gov't at Wash'ton is going to have the rr's put passenger fares down & then Julian Chase, our business man-

Taking the Blue Out of Blue Monday

WHEN we come down to the office early in the morning

AND find 'steen trucks lined up ready to go to work,

AND turn to the ol' orderbook and find its page

WITHOUT an order and as white as the driven snow,

AND then the Old Man makes things worse

BY wearing a long and sour face,

AND the office boy gets handy with a dust rag

TO keep out of sight of the boss,

AND the warehouseman goes up in the warehouse

TO do only Heaven knows what!

THEN, along about 8:30, comes the mailman

AND delivers us a nice fat envelope

FROM a brother warehouseman

By V. W. Mott, Secretary, United States Storage Co., Washington, D. C. (With condolences to K. C. B. and Clare Briggs.)

ager, will o.k. our expense bills with better grace. Hey, Julian?

Two Bits is in need of some more dandy poems like those we have been publishing lately. Dust off your typewriters, boys. Most every town library has got a rhyming dictionary & a good poem will get your name in the finest monthly magazine we know of, viz., *Two Bits* (subscription price on file at this office.)

One reason Julian Chase our business manager gets sore at our expense bills is that Julian has to stay most of the time in Gotham, which is a prohibition town, whereas Ye Ed. goes conventioning now & then. Most trains carry extra baggage cars these days, is our observation.

Dick Adams of K.C. was a pleasant caller at this office last mo. Dick is

AND we open it and find a Bill of Lading

FOR ONE CARLOAD of household goods consigned in our care,

AND we 'phone to the freight station

AND we find that the car is in

AND located

AND ready for delivery,

AND we call up the owner,

AND he says "Yes, bring them right up!"

AND we do,

AND we get the 'steen trucks busy.

AND the Boss begins to smile

AND the office boy starts to loaf

AND the warehouseman comes down out of hiding

AND EVERYTHING looks sweet and lovely—

OH, BOY! AIN'T IT A GRAND AND GLORIOUS FEELING.

putting up (erecting) an elegant new warehouse, he reports as how.

No one has yet sent us any cigars to go with that 9 doz. (108) boxes of matches which Dan Bray the K.C. storager gifted us with, but we get the following cryptic & innuendolike message, via one of Will Hayes's postoffices, from B. Ottledin Bond, Esq.:

"One rises to inquire what need Ye. Ed. of 25c. has for matches, when the naked eye can discern the fiery design of his shirtsleeves & tie? The undersigned is now searching his whss of the midwest for a 2nd-hand coil of hangman's best, that Ye Ed. may have a supply of his accustomed smokes commensurate with his store of lights."

(Signed) "B. Ottledin Bond."

Looks like some of the rope factories are going to do a good business but Ye Ed. is not worried, he having smoked 5c cigars during the war. Bring on your hangman's best, Ott.

EDITOR'S PAGE

Co-operation Between Warehousing and the Chamber of Commerce

“WAREHOUSING Takes Its Place Nationally in Business.” Thus reads the headline which has been placed over the story, commencing on page 10, telling of the opportunity which has come for the commercial storage industry to share in an undertaking of importance to the industrial world of America.

This undertaking is sponsored by the Chamber of Commerce of the United States. The scope of the work in view involves efforts by the Chamber's Department of Domestic Distribution to cut down the shippers' costs of getting goods from factories to retailers.

Warehousing, by playing the rôle assigned to it, will benefit equally with the shippers.

In considering what that rôle is, the freight rate complexity may be taken as an example.

At the Atlantic City convention of the Chamber of Commerce, Alvin E. Dodd, manager of the Domestic Distribution group, said:

“Naturally you cannot deal with distribution without running at once into problems relating to transportation, especially in these days when we have to deal with such questions as less than carload lots.”

In a letter discussing freight differentials, William J. Buchanan, of an American Warehouseman's Association committee created to study this subject of rates, says:

“Whatever science may have been employed in establishing earlier rate structures has been entirely eliminated by the various

horizontal advances of the past few years.”

These two statements dovetail, and they supply the background for the co-operative labors of the Department of Domestic Distribution and the warehouse industry. Warehousing is in a position to produce exactly the kind of information which the Distribution Department wants regarding inequalities in freight rates. The Distribution Department is in a position to place that information to the best advantage, working through the Interstate Commerce Commission and through the Transportation Department of the Chamber of Commerce of the United States.

The possibilities for good to come out of all this for warehousing are almost unlimited. The committee of which Mr. Buchanan is a member has already placed with the Distribution Department some startling figures on rates on soap, a commodity commonly warehoused. Similar statistics on other products can be prepared. The Distribution Department wants them. It is preparing figures of its own along kindred lines. All these statistics should furnish an unanswerable argument when the time comes for the Distribution Department to make its representations to the railroads that American business interests must have, in the name of economy, an equitable revision of freight rates.

That revision will aid warehousing. A wider spread between carload and less than carload tariffs

would mean, inevitably, more extensive utilization of commercial storage plants by the manufacturers of the country.

It is because of this rôle which warehousing is in a position to play that our industry has been given representation on the Department of Domestic Distribution through the appointment of L. T. Crutcher as a member of the Distribution group. The chairman, Theodore F. Whitmarsh, and the manager, Mr. Dodd, recognized the importance which warehousing could be made to have in a movement to reduce distributing costs. Mr. Crutcher, as a director of both the American Warehousemen's Association and the Central Warehousemen's Club, and as chairman of the Committee on Public Relations of each association, and as an advocate of the idea that warehousing must sell itself to American business in a big way if it is to prosper, was logically the man to represent the storage industry on the Distribution committee. President Morse of the A. W. A., to whom Mr. Dodd turned for the suggestion, recognized this by nominating Mr. Crutcher. President Defrees of the National Chamber of Commerce recognized it by appointing the man nominated by Mr. Morse.

It remains now for warehousing to get behind Mr. Crutcher in a big way. How the industry can be helpful to itself by aiding the Department of Domestic Distribution will be explained by Mr. Crutcher at the summer convention of the Central Warehouseman's Club

in Chicago next month. And Mr. Dodd has promised a paper, for reading at that convention, telling about the objectives of his department and how warehousing can fit

into the groove. The industry will await with interest the story of the Chicago meeting, for this co-operative movement marks a milestone in American warehousing.

Help the Industry by Helping Hoover

SECRETARY OF COMMERCE HOOVER in a letter to the Treasury Department outlines why it is necessary that the Department of Commerce should have added funds at once if he is to make his department of the highest service to the business interests of the country. Mr. Hoover's supplemental estimate of appropriations desired from Congress amount to \$618,728, the cost of one battalion of troops for one year.

Some of this money would be expended in ways which are directly of interest to the men in the warehouse industry. To quote from the section of Mr. Hoover's letter which states that \$100,000 would be required, this year and next, for industrial research under the Bureau of Standards:

"The additional appropriation under this head is required to provide for important and urgent investigations in co-operation with the industries upon fundamental problems involved in industrial development, and especially to enable the Bureau of Standards to undertake such investigations as may be necessary to demonstrate the existence of wastes and encourage their elimination in the manufacture, use, storage and distribution of materials, equipment, or devices, particularly in cases where the elimination of such waste will be of important economic value to the public; for co-operation with the industries in the scientific selection of materials, the proper utilization of such materials, the development of commercial uses of by-products, the study of manufacturing processes to determine the most efficient methods and other inquiries pertinent to the elimination of wasteful methods and the conservation of materials."

Elimination of wastes in the

storage and distribution of goods certainly involves two fundamentals of importance to warehousing.

For one thing, time, labor and money are being wasted to-day by the many manufacturers who have not learned of the economic advantage of utilizing the public warehouse in getting their goods to market; those manufacturers are operating their own storage plants at a cost of which they are ignorant in comparison with using public warehouses.

The other fundamental involves freight rates; as Alton H. Greley has pointed out to Mr. Hoover:

"It is possible many times, by shipping in carload lots, to have the saving in freight rates pay the storage and terminal charges and still have commodities on hand for spot delivery when sale has been consummated. A spot stock is often the controlling factor in concluding a sale, making prompt delivery possible."

Shipment of goods in less than carload lots from factory to retailer is costing manufacturers many hundreds of dollars yearly which might be saved if products were sent forward in carload lots to warehouses and thence distributed l.c.l. to retailers and consumers.

It is these kinds of industrial waste which Mr. Hoover would eliminate. To undertake the effort the Department of Commerce must have the appropriations which he asks Congress to grant. These deficiency appropriations may be reported to Congress by the committee, but they may not be passed if Congress does not know that the country wants the appropriations made.

It may be argued, at first thought, that more appropriations do not mean more economy. But

these appropriations would be spent to a good end; they would be an investment toward the kind of economy which Mr. Hoover believes in. Elimination of the wastes mentioned should help warehousing.

It would be a wise act for warehousemen to write to the members of Congress from their districts urging that support be given to Mr. Hoover's request when it comes before the national legislature.

Reactions

Investigators have discovered that the American dollar is now worth sixty-five cents instead of fifty. This looks as though the price was on an upward swing and if anybody has any surplus dollars lying around we'll be glad to give seventy cents apiece for them.

Whenever a warehouse executive arises in public to tell the world that warehousing as an industry ranks next to the steel industry, he owes it to warehousing to spell out in full the first word in this paragraph which begins with an "s."

Why should Germany be worried over what the Treaty says she must do with her coal mines when her spokesmen have an apparently inexhaustible supply of natural gas?

The citizens' training camp at Plattsburg is opening again. If the pessimists on business conditions could be forced to go there for a period of training the country would benefit.

The Irish question in England is more of an exclamation point!

"Distribution & Warehousing" Says—

Shippers' Advocate (formerly *Shipper and Carrier*) devotes two pages of its May issue to reprinting from the April issue of *Distribution & Warehousing* the article by C. W. Geiger on "The Tractor and Economy in Warehousing," telling of a performance in labor and time saving by tractors used by the Haslett Warehouse Co., San Francisco.

READERS' FORUM

DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City

CRUTCHER FEDERATION PLAN

Should Help Warehousing to Educate the Shipper

EEDITOR, *Distribution & Warehousing*: Regarding your inquiry as to my opinion of the Crutcher plan of consolidation of the various warehouse associations, will state as follows:

The proposed plan of having one large parent or national association is not only very constructive but ought to be one of the greatest benefits to all the warehousemen. The various associations, like the American Warehousemen's Association, the Central Warehousemen's Club, the American Chain of Warehouses and the many others, have been a great benefit to all their members; and if it was possible for you to obtain a statement from the various members as to the benefits they have derived from these associations, I know you would be amazed. Personally, I know many warehousemen who for years refused to join any association, but finally they were induced to change their minds and did join an association, and I know personally the great benefits they derived from it.

Strength in Union

No one, be it an individual, or a firm, or a corporation, or a country, can stand aloof by itself and say: "I do not need any association with anyone else, or need to be identified with any organization," for if they did they would never progress or develop into anything big in this world. We all know "In union there is strength," and the remark of Abraham Lincoln made many years ago is just as true to-day as then. "I would not give much for any man who is not wiser to-day than he was yesterday." It is the interchange of thought and the association with others that gives us the broader view of life that enables us to grow and expand.

The Crutcher plan is not only constructive and progressive but will place the warehousing industry on a higher plane in a shorter time than anything else. The various warehouse associations have brought the warehousing industry to the high level that it is on to-day.

I can recall the time a number of years

ago when it was suggested in a meeting of directors of a corporation to ship their product in carload lots and save the difference between the l.c.l. rate and the c.l. rate, when the question was asked

Building Business

DURING a conversation between Jewett Fisher, traffic manager for S. M. Bixby & Co., Inc., New York, and the editor of *Distribution & Warehousing*, Mr. Fisher expressed opinion that fruition of the Crutcher federation plan of co-ordinating the activities of many of the warehousing organizations, under the parentage of the American Warehousemen's Association, would serve to build new business for warehousemen among the shippers of this country and abroad.

Mr. Fisher was asked to elaborate on his idea, *Distribution & Warehousing* having the thought that these opinions from a shipper who makes extensive use of warehouses should be of interest to the storage executives who may some day help put through the federation plan. The letter published herewith is Mr. Fisher's response.

to whom would these cars be shipped, and when informed to the warehouses, the question was asked: "Who in here are the warehouses?" To-day the big shippers of the country can tell you not only all about the warehouses throughout the country, but they can tell you all about the personnel of many of them.

All this is the result of the efforts of the various associations who have taught their members how to spread the warehouse propaganda, how to give the best service, how to arrange their rates, how to separate their various charges, such as storage, labor-in and labor-out. They have shown their various members how to make "short cuts," the best sys-

tems to adopt, how to figure their overhead and a great many other things that have proved beneficial financially as well as otherwise.

If the present associations have accomplished all this, you must admit that the amalgamation of all the various associations would accomplish greater things that would be of a greater benefit to all its members.

By consolidating these associations, the individual association need not lose its identity, but can remain just as helpful and beneficial to its individual members; but the parent or national association could become more powerful and influential and be as great a benefit to the various associations, as the associations are to their members. So that the results they could obtain would be for the benefit of the individual member.

I personally know of many warehousemen who will tell you of more benefits they have derived from their association, or associations, than they have derived from their own efforts; and this result would be the same with a parent or national association.

Educate the Shipper!

Take the many industries that have been consolidated in the United States and look at the wonderful results they have obtained. In the railroad world we see the results of consolidation; look at the New York Central Railroad, which has taken in the (Big 4) C. C. C. & St. L., the Michigan Central, the Boston & Albany, the West Shore and the other ten smaller roads; also look at the Pennsylvania Railroad consolidating the Pittsburgh, Cincinnati, Chicago and St. Louis railroads, the Cumberland Valley & Martinsburg Railroad and the seven smaller roads. The C. B. & Q. with its various subsidiary lines, and the Chicago and Northwestern with theirs, and the many others. Would these railroads to-day be as powerful and as beneficial if they had not consolidated?

With the consolidation and a parent or national association, with 4000 or more members, they could not only educate every shipper of the United States with the knowledge of the benefits of

warehousing, but could branch out and advertise and spread their propaganda all over Europe and the world, which would bring new business to the warehousemen of the United States.

While the big shippers of the United States, such as the cereal industry, the soap, sugar, canned goods, shoe blacking, oil, flour, and other industries *have had*

to seek the warehousemen in order to carry on their business in an economical way—for through the warehouses they render better service to their customers—there are thousands of shippers who have no knowledge of these benefits.

Could the individual warehouseman spend the time and the money to educate these shippers? But with a parent or

national association with thousands of members and a very large treasury, they could do this, and even much more.

As the warehousemen have derived benefits from the individual association, they would derive greater benefits from a parent or national association.—*Jewett Fisher, S. M. Bixby & Co., Inc., New York.*

Grouping Should Be Based on Economic Factors Rather Than Geographical Location

EDITOR, *Distribution & Warehousing*: I have been much interested in several of the articles in your May issue, especially in that one on a warehousing federation. While I think Mr. L. T. Crutcher's idea as developed is the correct one, the sub-divisions should be based, it seems to me, rather on economic factors than geographical location. Norfolk, for instance, would be in the same sub-division as Jacksonville, but as a

matter of fact there is not a very strong business association between the two cities, whereas there is a very decided business connection with both Baltimore and Washington, which cities are shown as in the eastern group.

We have already organized an association here known as the Norfolk Warehousemen's Association, which is closely affiliated with the Hampton Roads Maritime Exchange. The superintendent of

NORFOLK, VA., May 2.

the Exchange is also secretary of the warehousemen's association. A number of members of this association are also members of the American Warehousemen's Association and would, I believe, welcome any move that brought them into closer affiliation with the national body.—*Charles O. Haines, president, Seaboard Wharf & Warehouse Company, Inc.*

What to Do When Transporting Goods Across the Canadian Line

EDITOR, *Distribution & Warehousing*: We would appreciate your informing us as to the necessary formalities to be gone through for a truck to bring a load of household goods into Montreal, Canada, and return with a similar load. Is it necessary to purchase Canadian registration plates? Will the load have to be inspected at the border?—*Moving & Storage Co., Providence, R. I.*

Answer

IN reference to moving goods from the United States into Canada by motor truck and also handling a return load, prior to the war this was impossible as the Canadian Government did not permit the hauling of goods in Canada by an outside carting company from the States. That is, you could contract to go into Canada, get a load and bring it to the United States direct, going over empty, or you could take a load from the United States into Canada and return empty, but to take a load into Canada, put on a load and return it, was prohibited. This was waived during the last year.

We have just telephoned the Canadian customs at Bridgeburg and find it is possible to take a truck load of goods into Canada and also bring back a load from Canada direct to the United States, but it is not possible for a truck going from the United States to move goods from one point in Canada to another point in Canada.

When going into Canada it is necessary to have a Canadian license. The fees are as follows:

For every commercial vehicle used solely as such and every motor truck having a combined weight and carrying capacity of 2 tons or less, \$13 per car.

Over two tons and not more than eight tons, \$6 per ton or fraction thereof.

Over eight tons and not more than ten tons, \$7.50 per ton or fraction thereof.

Over ten tons, \$10 per ton or fraction thereof.

The detail in taking a load into Canada is that it is necessary to have an in-

2. In bond with the understanding they are to be returned within a specified time.

3. By paying duty on the goods on which duty would be required.

When moving by motor van it is necessary for the owner to accompany the load or be at the port of export in United States for export declaration, also at the port of entry in Canada for import declarations or arrange with a customs broker to attend to this detail. Goods are liable to inspection although they do not always require goods to be unloaded for this purpose.

We recently had an instance in moving a piano from Fort Erie to Buffalo for a very reliable man. They compelled the men to remove the entire covering and they searched the piano thoroughly. It is a wise plan in taking goods into Canada to make preliminary arrangements, customer giving his name and address, where he is going to, and acquaint himself with the customs officials. This is usually accepted as evidence of good intention and makes it much easier to handle detail when they get there with the goods. It also gives them an opportunity to look up the person if they have any suspicions.

On making our quotations we limit our time to an hour for export customs and one hour for import customs; anything beyond this period is chargeable at the regular rate per hour. We also have an understanding with the customer that he pay all the bridge or ferry charges.—*J. W. Glenn, Buffalo.*

LOADS TO CANADA

MR. WAREHOUSEMAN, are you familiar with the procedure necessary in order to transport goods by motor truck across the Canadian line?

J. W. Glenn, of O. J. Glenn & Son, Buffalo warehousemen, tells you in a reply he has prepared to enable *Distribution & Warehousing* to place before a correspondent the situation as it is to-day.

Inventory of the goods and their value. They can be taken into Canada under either of the following conditions:

1. Declared as settlers' effects, free from duty.

\$ DOLLAR IDEAS \$

SEND IN AN IDEA—EARN A DOLLAR

DISTRIBUTION & WAREHOUSING will pay \$1 each for ideas for this department, which is twofold in purpose: First, it gives you an opportunity to get paid for telling the other fellow something he hadn't thought about that should help him in his business. Second, you are going to be helped by the Dollar Ideas which the other fellow sends in. Tell something of how you revised your stock report system, obtained a new customer, reduced your fire insurance, built bigger business through advertising, eliminated rodents, ironed out a labor problem, repiled your goods with profit, "slipped one over" on a competitor—how you achieved anything at all worth the telling.

The shorter the snappier—it's the idea, not the length, that counts. And—

By the way: Call this department to the attention of your employees. They may have Dollar Ideas that even you don't know about!

Garfield Company's Successful Method of Collecting Storage Arrears

A METHOD of collecting back charges from customers in arrears for storage of household goods is successfully being practised by the Garfield Park Storage Co., Chicago.

G. A. Foster, the president, states that a form letter which he has had prepared is sent to delinquent patrons, and that since introducing this system—which involves also the sending of two propositions as set forth in the accompanying illustration—he has not found it necessary to sell any goods at public auction for storage charges. The form letter is headed "Final Notice" in heavy black type, carries the usual letterhead of the Garfield company, gives the lot number of the customer's goods, and reads:

"Your account is in arrears in the sum of \$_____ to (giving the date). We respectfully remind you that this account must have your prompt attention. We are glad to extend proper courtesies but feel that you should appreciate the fact that we cannot carry this account any longer without an adjustment.

"We would dislike very much to advertise these goods and sell them for charges and we have two propositions to make you, trusting you will see your way clear to accept one of them, if you do not wish to pay in full at once.

"Proposition No. 1—To make a substantial first payment with regular monthly payments thereafter.

"Proposition No. 2—You to give us authority to dispose of the goods without our going through the legal form of advertising and selling at public auction. We in turn agree to deliver to you any family pictures, letters, etc., which would be of no value in the sale. We also agree to relieve you of any further responsibility for the account for which you are now liable. If you are married your wife or husband must sign with you.

"If you desire to take advantage of

Garfield Park Storage Co.,
3111 Madison St.,
Chicago, Ill.

Dear Sirs:

P. O. Order
Enclosed find Express Order for \$ _____ in payment on Lot No. _____
Check _____

Dated _____ 19__

\$ _____ to _____ 19__

ACCEPTANCE OF PROPOSITION No. 1

Garfield Park Storage Co.,
3111 Madison St., Chicago, Ill.

Dated.....19__

Dear Sirs:

I accept your Proposition No. 1 and herewith enclose Express Order for \$..... as part payment on Lot No..... I hereby agree to make monthly payments of not less than the monthly rate and will make larger payments if possible.

Signed.....

Address.....

ACCEPTANCE OF PROPOSITION No. 2

Garfield Park Storage Co.,
3111 Madison St., Chicago, Ill.

Dated.....19__

Dear Sirs:

The undersigned, finding it impossible to meet the payments on Lot No....., accept your Proposition No. 2, and, in consideration of the delivery of family pictures, letters, etc., in this lot and releasing the undersigned from further responsibility for this account, you are hereby authorized to dispose of the goods without going through the legal form of advertising and selling at public auction, and without any further accounting by you. The undersigned hereby agree(s) to call at your office for the personal effects within ten days from the above date. Warehouse receipt enclosed herewith.

Signed: Mr.....

Mrs.....

Address.....

\$

DOLLAR IDEAS

\$

either of the propositions please detach it, fill in blank spaces, sign and return to us at once with remittance, if any. Unless we hear from you within 30 days we will proceed to advertise the goods and sell same at public auction according to law."

It has been the experience of the Garfield company that the form letter brings either a sufficient payment to warrant the warehouse carrying the goods for a longer time or an acceptance to the second proposition, authorizing the company to dispose of the goods without going through the legal form of advertising.

In the latter case the goods are then sold either to a dealer in second hand furniture for enough to clean up the storage charges or may be out on display somewhere in the warehouse and sold as used furniture.

Note that the two propositions, shown in the illustration, are separated by perforations, making it easy for the patron to separate them. Similarly the form letter which has been quoted in full is attached, at the top, with a perforated margin, so that two sheets of the usual letter size go to the customer as one document.

Revenue from Packing Job

A PARTY calls up and wants to store household goods. They say, "We are ready to have your van at 10 o'clock." You will take the order; you say: "Yes, we will get your household goods at 10 o'clock." Have your telephone operator on the phone and have her say to the party: "Have you got your goods packed so they can be taken care of? Have you requested the railroad company to give you a billing, etc?"

We have been working upon a great many packing jobs; we call up and ask if they are all fixed to store.

A little argument and you have everything all ready. It will many times give you a packing job in addition to a storing and hauling jobs.—*W. I. Ford, Interstate Forwarding Co., Dallas.*

Settling Claims

WE have made it a practice during the past three or four years, instead of seeing whether we can avoid settling claims, to see how it speaks for our service when we stand ready to settle a claim.

When a claim comes to you for \$10 or \$25 it looks awfully big, but taking the total amount for the year you will find that the claims are not such a bugaboo as you think. We figure our claim account as an advertising account, and it is the best and cheapest account we have on our books.

We have customers, for instance, who want the settlement investigated; we

do it quickly and promptly, and when we do settle it we do it as though we are pleased to do it—as though it is a privilege the customer has given us.

We have had instances of where the claim was not as much as \$5 for people who speak well for our company because we go out of our way to please them.

Claims properly handled are the best part of our business and our method has been a great big factor in our success.—*Thomas J. Skellet, Skellet Co., Minneapolis.*

THE DOLLAR

WHAT do you do with it when you get it?

A certain central New York warehouseman has an agreement with his mite daughter that she shall have the remuneration every time he "lands" an idea. She is two dollars richer—and is begging for more.

A Pittsburgh warehouseman was reluctant about accepting reward for his idea and returned the check. It was sent back to him with the suggestion that he purchase 10,000 Pittsburgh stogies for himself—for a Pittsburgher enjoys home made stogies as he values his eyesight and his right arm.

A Minneapolis warehouseman was too conscientious to accept a dollar for his idea and returned it. He was so serious about it that a compromise was effected by extending his subscription one dollar's worth.

Now comes A. Peterson, manager of the Railway Terminal & Warehouse Co., Chicago, with a letter stating that the \$2 he received for two ideas "has been invested in candy and cigars, which we are all enjoying, and as we would like to have this continued we will all work very hard to keep the ideas up so that we may have a box of candy and cigars with every issue." Mr. Peters writes this ingenious postscript:

"How about the above idea of candy and cigars? Is it not worth a dollar?"

He wins!

Quoting by Calendar Month

IN handling merchandise with reference to lots, for the past four or five years we have tried to develop, in quoting a rate, to quote for a calendar month. We make one lot and make a stock report each month. We don't carry any separate lots. Out of all our ac-

counts, we have only a couple of customers who won't agree to this. We have some of the largest shipments in the country. If we can, we induce the customer to accept this idea. We base our storage on what is on hand, not what comes in.

This method saves a world of work in keeping lots separate—a separate account of the various lots.—*Sidney A. Smith, Currier-Lee Warehouse Co., Chicago.*

Avoiding Errors in Deliveries

WE have had lots of sugar where deliveries have been made in error from wrong lots on negotiable receipts. In order to prevent the deliveries being taken in error from a lot we have had a card sign made, five by ten inches, which reads as follows:

"Order for delivery from this lot must show endorsement of negotiable receipt. No. —."

Then we show that negotiable receipt number on the orders, and it prevents possible error on lots in negotiable receipts which formerly caused us more trouble than any other lot.—*W. A. Sammis, Central Storage Co., Kansas City.*

Insurance for Employees

ONE of the things we have done to win the loyalty of our employees is to give them life insurance. We give each employee \$1000 life insurance, which runs up to \$1200 if they have been with us three years. We also give them health and accident insurance. If they are sick, we pay them; in the offices we allow them a pay for a full month, and after that we pay them three-quarters of their pay. Of course we are reimbursed for that by the insurance company.

Also we have a fund of which we stand two-thirds; then we take out 1 per cent of the pay of all employees and this money goes into what we call a "reserve fund for doctors' bills." The insurance company does not pay that; it just pays for the lost time while the men are sick. We use this reserve fund to pay the doctors' bills. We find that it increases the loyalty not only of our office force but also of our drivers and our helpers and our warehousemen.

We believe in a certain amount of fraternalism in our business. We are doing as much as we can for our employees, without, of course, endangering our profits. It works out greatly to our advantage to do this for them.

Some of our employees have stock in our business. We let them pay for it as they wish, taking some of it out of their pay each week. It aids immensely. If our president, or vice-president, or some other heads of the departments, are away, business runs along smoothly all the time.—*W. R. Gallup, Boyd Transfer & Storage Co., Minneapolis.*

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Mr. Kaiser is a practising lawyer who makes a special study of warehousing, transfer and automotive affairs

"May"—Not "Must"—Rules in Relation to Holding Goods for Unpaid Storage Charges

LEGAL EDITOR, *Distribution & Warehousing*: I have been requested to write to you for a decision on the following question. This question has been very much discussed at our last two meetings and we still lack definite advice. The question is:

How long is a warehouseman required to hold goods on which no storage charges have been paid before he can advertise them for sale?

Answer: Apparently you are all wrong! The law provides a warehouseman may hold the property a reasonable time, but does not say he *must* hold it any certain length of time. Sec. 118 of the General Business Law, provides:

"Satisfaction of Lien by Sale: A warehouseman's lien for a claim which has become due may be satisfied as follows:

"The warehouseman shall give a written notice to the person on whose account the goods are held, and to any other person known by the warehouseman to claim an interest in the goods. Such notice shall be given by delivery in person or by registered letter addressed to the last known place of business or abode of the person to be notified. The notice shall contain:

"(a) An itemized statement of the warehouseman's claim showing the sum due at the time of the notice and the date or dates when it became due.

"(b) A brief description of the goods against which the lien exists.

"(c) A demand that the amount of the claim as stated in the notice and such further claim as shall accrue, shall be paid on or before a day mentioned, not less than ten days from the delivery of the notice if it is personally delivered, or from the time when the notice should reach its destination, according to the due course of post if the notice is sent by mail, and

"(d) A statement that unless the claim is paid within the time specified the goods will be advertised for sale and sold by auction at a specified time and place."

In accordance with the terms of a notice so given, a sale of the goods by auction may be had to satisfy any valid claim of the warehouseman for which he has a lien on the goods. The sale shall be had in the place where the lien was acquired; or, if such place is manifestly unsuitable for the purpose, at the nearest suitable place.

After the time for the payment of the claim specified in the notice to the depositor has elapsed, an advertisement of the sale, describing the goods to be sold, and stating the name of the owner or person on whose account the goods are held, and the time and place of the sale, shall be published once a week for two consecutive weeks in a newspaper published in the place where such sale is to be held. The sale shall not be held less than fifteen days from the time of the first publication. If there is no newspaper published in such place, the advertisement shall be posted at least ten days before such sale in not less than six conspicuous places therein.

From the proceeds of such sale the warehouseman shall satisfy his lien, including the reasonable charges of notice, advertisement and sale. The balance, if any, of such proceeds, shall be held by the warehouseman and delivered on demand to the person to whom he would have been bound to deliver or would have been justified in delivering the goods.

At any time before the goods are so sold any person claiming a right of property or possession therein may pay the warehouseman the amount necessary to satisfy his lien and pay the reasonable expenses and liabilities incurred in serving notices and advertising and preparing for the sale up to time of such payment. The warehouseman shall deliver the goods to the person making such payment if he is a person entitled, under the provisions of this Act, to the possession of the goods on payment of charges thereon. Otherwise the warehouseman shall retain possession of the goods according to terms of the original contract of deposit.

Section 116 provides that a warehouseman need not deliver goods until his lien

We would like to know how the law of this State (New York) covers this question. There seems to be a wide difference of opinion on this question among our members. Some say a warehouseman must hold the goods two years, some say six months, and some say a year.

Would more than appreciate an answer so that we can read it to the members at the next meeting.—*Central New York Warehousemen's Club, Syracuse, N. Y.*

is satisfied. The New York Supreme Court, in the case of *Morgan vs. Murtha* 18 Misc Rep. pg. 438, decided that under that section a warehouseman has no right to hold goods indefinitely and charge for storage all the while, but it is his duty to enforce his lien within a reasonable time. Query, what is a reasonable time, six months, a year, or two years? In the above case the goods were held seven years.

A reasonable time of course depends on the peculiar facts in each case. Six months or a year would probably always be considered a reasonable time; seven years an unreasonable time; and periods in between reasonable or unreasonable according to the facts shown.

Contract Modification

LEGAL EDITOR, *Distribution & Warehousing*: Where we make a contract with parties for the storage of goods which are to arrive on or about a certain date, in writing, and afterward agree to change the contract in certain particulars, are the changes agreed upon valid and binding if they are not noted on the contract or if a new written agreement is not made?—*J. S. P. Co., Chicago.*

Answer: You may verbally change or modify a written contract, even though the original contract is in writing. Having consented to the changes, you are bound by the contract as modified.

Delivery Agreement

LEGAL EDITOR, *Distribution & Warehousing*: Will you please advise us on the following question: Where goods are sold and it is provided they be "delivered Chicago" or "Pittsburgh"

or "New York," etc., is there any obligation on the seller's part to deliver them to a warehouse?—*F. H. B., Chicago.*

Answer: No there is not. Under the

conditions set out in your letter the only obligation on the seller is to deliver them to the usual terminal of the carrier. If they are delivered at the depot or dock,

etc., the above terms have been carried out fully and properly. If they are to be delivered at the warehouse that fact should be provided.

Unusual Case of an Insurance Company Writing Policy for a Truck Driver Under Age Yet Licensed by State

LEGAL EDITOR, *Distribution & Warehousing*: We are involved in a personal injury case wherein the insurance company are denying liability under the terms of their policy on account of the driver of the truck being under the age required by law.

The driver in question was employed by us as an experienced man to drive a small truck, he having a driver's license, notwithstanding the fact that he was not eighteen years old, having made a false affidavit to the notary, the State law requiring that paid drivers must be eighteen years of age or over.

At the time that he was employed the policy affecting this feature of the case read as follows:

"The driver must be 16 years of age."

However, he continued in our employment and the policy expired and was renewed by the company. They without any notice to us whatsoever had made certain changes in the wording of their policy and the same read as follows:

"The driver must be 16 years of age, or the age required

by law."

The insurance company investigated this accident and to all intents and purposes had assumed liability under the conditions of the policy until the plaintiff began talking about bringing suit. This was one year and ten months afterward. It was then that the plaintiff made the assertion that the driver was under sixteen years of age at the time of the accident, which was an error. However, the insurance company, taking this as their clue, investigated the matter and found that the driver was not of the age required by law, yet over sixteen years, although licensed at the time of the accident.

The insurance company are willing to defend this case, but will not be willing to pay any award of the courts to the plaintiff. They also are willing to waive the conditions of the policy as to our dealing with the plaintiff, permitting us to settle for \$2000 and giving us the right to recover from them the amount paid out, etc., by suit under the conditions if the Court saw fit to do so. Your opinion on this matter will be appreciated.—*F. T. Co.*

Answer: The fact that the renewal policy was not in the same words as the original policy, I fear, will not avail you anything as the renewal policy was the contract for the extended term.

I have been unable to find any decided case where a driver who was under age was actually licensed by the State, and the insured being unaware of his age relied on the license as evidence of his being over age.

There are a number of cases along this line cited in *Huddy on Automobiles* pg. 1037 and *Berry on Automobiles* par. 944, pg. 1022. These cases though are

actions where the driver was unlicensed. In the case of *Morrison vs. Royal Indemnity Co.* 101 Misc. Rep. pg. 598 (N. Y.) the case was decided in favor of the insurance company. . . "Because he (the insured) authorized and commanded such use of the automobile by the driver knowing his age. (The driver was under age and unlicensed.)"

The above seems to infer the decision might have been different if the insured had not known the driver's age.

Under the circumstances the best thing for you to do is to put your claim in the hands of competent counsel in

your city. I am not even sure it will be wise to permit the insurance company to defend the action if they believe they are not liable, as they may not have the same interest they would have if they believed themselves liable. It will be well also to be very careful with any stipulations you may make with the insurance company, so that you do not waive any of your rights,

Your case is an interesting one and I think you have a fighting chance. The insurance company very likely wants to find out its rights under the clause of the contract you quote.

Memoranda

ARKANSAS.—Where a bailee expressly contracts to keep property in a particular place, he is liable for a failure to do so, though circumstances compel him to store it in another place and he was not negligent (*Scott-Mayer Co. vs. Merchants' Grocer Co.*, 226 S. W. pg. 1060, Arkansas.)

But a bailee for hire under an ordinary contract of bailment without any special provision as to the particular place where goods are to be stored is bound only to exercise the care of an ordinarily prudent person engaged in that particular kind of business for the preservation of the property, and is not an insurer against loss or liable for conversion where, in the exercise of reasonable care, he stored the goods in a warehouse different from that originally intended. (*Same*).

MINNESOTA.—A person who stores goods for another but who is

neither a warehouseman nor in the business of storing goods, has no lien thereon for his storage charges at common law.—*Grice vs. Berkner*, 180 N. W. 923.)

Overcharge Refunds

LEGAL EDITOR, *Distribution & Warehousing*: In your May issue, Page 44 (From the Legal Viewpoint), you advise "W. J., Port Jervis, N. Y.," that he cannot secure refund for "Overcharge" on freight unless payment is made under duress, in which case he has legal action.

On the same page you advise "M. M. Co., Chicago" that if the railroad company makes an undercharge on freight they can later collect balance due when error is discovered, as under Interstate Commerce Act no discrimination is allowed.

We think your answer in case of freight overcharge is wrong. The Interstate Commerce Act is just as binding on overcharges as undercharges and no discrimination is allowed either way, but authorized tariff must apply.

We secure many refunds for overcharges due to wrong rate being applied and with no legal assistance.—*W. O. Nevill, treasurer, D. A. Morr Transfer & Storage Co., Kansas City.*

Answer: I am glad to see that you were interested enough to write in and tell us about your experience in a case of this kind.

In the inquiry you mention the subscriber's case was a little different, for his demand for the return of the overcharge was refused by the carrier. That is why he was referred to local counsel, as he did not give us all the facts, and unless we know whether the overcharge was a charge in excess of the lawfully published rate, whether the dis-

(Concluded on page 45)

Suggestions from Warehousemen for

HELPING HOOVER

HERBERT HOOVER, in his endeavor to make the Department of Commerce of greatest use to the industries of the country, has established contact with the editors of the various business papers of those industries. Following conferences with the editors, held in Washington, Mr. Hoover has appointed, as assistant, Fred M. Feiker, who has been active in the work of the National Conference of Business Paper Editors, an organization which includes *Distribution & Warehousing*, *Motor World*, *Automotive Industries* and other Class Journal Co. technical and trade journals. Mr. Feiker is vice-president of the McGraw-Hill Publishing Co., publishers of *Engineering News-Record*, *Electrical World* and other engineering and industrial periodicals.

In soliciting the co-operation of business paper editors

Mr. Hoover asked that recognized leaders in various industries be asked for opinions as to how the Department of Commerce could be made of service to those industries. Suggestions received from members of the Public Relations Committee of the American Warehousemen's Association up to the time the June issue of *Distribution & Warehousing* went to press were contained in letters from two of the committee's members—Alton H. Greeley, president of the General Cartage & Storage Co., Cleveland, and William E. Halm, president of the New York Dock Co., New York City.

These letters were forwarded to Mr. Hoover by the National Conference of Business Paper Editors, along with hundreds of letters received by editors from men in the many industries.

THE features of Mr. Greeley's suggestion to Mr. Hoover are:

1. That the Department of Commerce conduct a survey of business conditions in various cities with a view to determining in the various distribution centers whether there is a sufficient amount of storage in each locality. This, in Mr. Greeley's opinion, would serve to bring out the difference between seaports and manufacturing centers, and thus determine the required amount of storage space at seaports and manufacturing centers. Also the survey might, in Mr. Greeley's opinion, touch upon such subjects as logical locations for cotton, tobacco and grain warehouses and other storage plants for special commodities; State Utility Commission control; construction; labor saving machinery intended to reduce costs of operating; and fire insurance and fire prevention.

Educate the Shipper

2. That the Department of Commerce work out some method of bringing to the attention of the manufacturers and merchants of the country the economic advantage of using the public merchandise warehouse for distribution.

3. That the Department of Commerce educate the bankers of the country to appreciate the value as collateral of goods contained in storage covered either by negotiable receipts or straight receipts issued in the names of the banks. "Many of the banking institutions," Mr. Greeley wrote, "are giving serious consideration to the acceptance only of such form of collateral as can be controlled by a warehouse receipt. This, when once becoming established, presents, I believe, one of the greatest possibilities of increasing the warehouse business that I know of, covering, as you can readily understand, loans issued on pig iron, coal, and raw and finished products of all kinds."

Eliminate the Middleman

4. That the Department of Commerce give consideration to the idea of eliminating the broker, allowing goods to be stored by the owner, business solicited by mail and orders filled by warehouses in the usual manner. In this connection Mr. Greeley wrote: "I know of no greater way to reduce distribution costs than by this particular plan. There are many of the old established lines in the country who have long been advertised and have become known in every household in the United States, which really should not require the services of a middle man to dispose of their commodities. Business could just as well be solicited by mail and orders handled directly by the warehouse. This plan, when once established, would be extremely far reaching and, while it would eliminate many of the middle men, would place the goods in the hands of the consumer as the lowest possible minimum of cost."

5. That the Department of Commerce impress upon shippers the necessity of forwarding goods in carload lots to points of distribution in order to obtain the lowest possible freight rates. "As you know," again to quote Mr. Greeley, "it is possible many times, by shipping in carload lots, to have the saving in freight rates pay the storage and terminal charges and still have commodities on hand for spot delivery when sale has been consummated. A spot stock is often the controlling factor in concluding a sale, making prompt delivery possible."

Mr. Halm in his letter makes two important suggestions, as follows:

- 1.. That the Department of Commerce take some step toward the encouragement of the establishment of a cost finding system in warehousing. "As you know," Mr. Halm wrote, "there is no industry that is so neglected in that

respect, and I believe that the country would be greatly benefited if the warehousemen as a whole were induced to keep a system of cost finding. When the warehousemen had the proper knowledge of their costs, the next thing would be the establishment of proper rates based on costs. I understand that the Federal Trade Commission has given its approval to trade organizations formed for the purpose of ascertaining costs, and Secretary Hoover should continue this encouragement by all proper means."

2. That Mr. Hoover set his mind to a reorganization of the various departments of the Government. "I have seen suggestions," Mr. Halm wrote, "that Mr. Hoover's great reorganization ability was to be utilized by the formation of a Bureau to investigate and correct the abuses in the various departments of the Government. I can think of nothing that would be of such great value to the country just now as an example of economy by the Administration in the handling of its affairs in Washington. If such a reorganization could take place it would include the cancellation of the many duplicated bureaus and a proper redistribution of them under the various Cabinet heads."

Editorial Suggestions

The National Conference of Business Paper Editors in one of its reports to Secretary Hoover urged that the Department of Commerce be placed in such a position by Congress that it would be enabled, among other things, to:

Establish close contact between the Department and the manufacturers and business men of the country, so that a clear understanding could be had on the part of the latter of the activities of the Department.

Obtain and disseminate accurate figures and other information relative to the distribution of American products

in this country and abroad as well as in regard to domestic production, such figures to be given in connection with the various sections of the country, and also in regard to specific industries and products.

Information Wanted

Furnish accurate information from time to time as to cost, both of production and distribution, in various industries, with a view to promoting conservation.

Devise and carry out new classifications of commodities and products, so as to furnish to manufacturers and others much needed detailed information, not only in connection with foreign trade but also in the matter of domestic production and distribution.

Lessen expense to the Government and inconvenience to the interested reader (who now must go through many pages of irrelevant material to find the items that pertain directly to his business) as well as delay in getting out many of

these reports, due to congestion in the Government Printing Office, by giving business papers an opportunity to cooperate by publishing Department reports, statistics, etc., each publication printing those that pertain to its field of reader interest.

Develop the work of the Bureau of the Census in such a way as to provide for the gathering of statistics of production and stocks on hand, so that from month to month there may be a ready comparison between figures of production and stocks, on the one hand, with exports and imports on the other hand.

Study and report on the desirability of preferential freight rates on goods being transported to the seaboard for export, together with the advisability of through bills of lading from the point of production to the foreign destination.

Upon being appointed assistant to Mr. Hoover, Mr. Feiker made the following statement of the purposes of his new work:

"I am keenly interested in Mr. Hoover's

broad plans for the development of the Department of Commerce as an aid to industry. Mr. Hoover is particularly anxious to learn from industry itself in what way this Department can expand so as to be of service to the business men of the country. I hope to be able to assist Mr. Hoover in the development of the statistic and research branches of the Government in such a way as to provide information and help for the needs of the average business man and small manufacturer.

The Government's Function

"Our great industries have learned the value of and have established statistical and research bureaus, but the average business man has neither the opportunity nor the capital to make the necessary investment individually to make this possible. The Government's function in the collection of fundamental data and trade information can be put to his service in a definite and practical way."

**With Millions of Dollars Worth
of Warehouse Construction
Held Up, Building Conditions
May Be Bad, But—**

WHO SAID INDUSTRIAL TIMIDITY?

Not A. B. Pouch—He Has Let Contracts for Four New Plants

CONDITIONS in the materials and labor markets are holding up construction of millions of dollars' worth of public warehouses throughout the country, but this feeling of industrial timidity is not shared by A. B. Pouch, head of the Pouch Terminal and the American Dock Terminals, both of New York City.

Mr. Pouch has awarded contracts for the building of four seven-story concrete warehouses of modern type and design—two for the Pouch Terminal, at Clifton, Staten Island, and two for the American, at Tompkinsville, Staten Island. The buildings will add 2,500,000 cubic feet to the storage space in the metropolitan district. Here is what Mr. Pouch has to say of conditions:

"I note with much interest recent articles published under the titles 'Now Time to Build' and 'On Verge of Building Boom,' etc., as it is pleasant to learn that pessimism is turning to optimism in the building trade.

"Although opinions differ as to how much longer labor and materials may decline, it is generally conceived that building activities will increase as soon as the public feels that bottom prices have been reached, as most people strive to buy as near to the lowest price as possible.

"The general business depression cannot last forever—the unsettled condition at home and abroad must be ad-

justed at an early date—the uncertainty as to taxation, tariff, labor, etc., will soon find a solution on which to base new projects and revive activities.

"The small amount of buildings erected during the past five years has created a shortage of facilities in many directions, including storage space. New buildings of various sizes, kinds and descriptions will be built by someone in the very near future, as soon as that someone feels he cannot build at a cheaper price by waiting.

"As our new warehouses will be built on either side of the new city piers at Staten Island, the additional storage facilities will take care of the business that will be created when the steamship lines are operating the city development.

"With railroad tracks on both sides of these buildings directly connected with the trunk lines of New Jersey, and with all the labor saving devices of chutes, hoists, etc., there will be a co-ordination between piers, warehouses and railroads unequalled in the port of New York.

"The new city piers which will shortly be completed, and in operation about the time our new warehouses are finished, will be the largest individual terminal in the port. Twenty 1,000-foot piers will be linked together in one locality."

The estimate that millions of dollars in warehouse construction is being held up is based upon advices received by *Distribution & Warehousing* from engineers engaged especially in that kind of

work. One engineer reports that twenty warehousemen in as many different cities have signed contracts for structures ranging in price from \$150,000 to \$875,000, aggregating between \$3,500,000 and \$5,000,000 and that another \$15,000,000 worth is being held up on unsigned contracts. These structures include general merchandise, household goods and cold storage warehouses.

"Ideal" Tractors and Trucks

The Binghamton Electric Truck Co., Inc., Binghamton, N. Y., is placing on the market new labor saving machinery adaptable to warehousing, as follows:

"Ideal" type MM tractor, with specifications common to all classes of type MM tractors. This tractor operates in intersecting aisles 4 ft. 6 in. wide, passes through 36 in. doorway, and turns down an 8 ft. 6 in. platform.

"Ideal" high load-carrying truck, type HL. This truck operates in intersecting aisles 6 ft. 3 in. wide. Length and width of the loading platform can be increased from 100 ft. and 34 ft. respectively to suit special conditions, and truck will be furnished with 5 inch tires on drive wheels if specified.

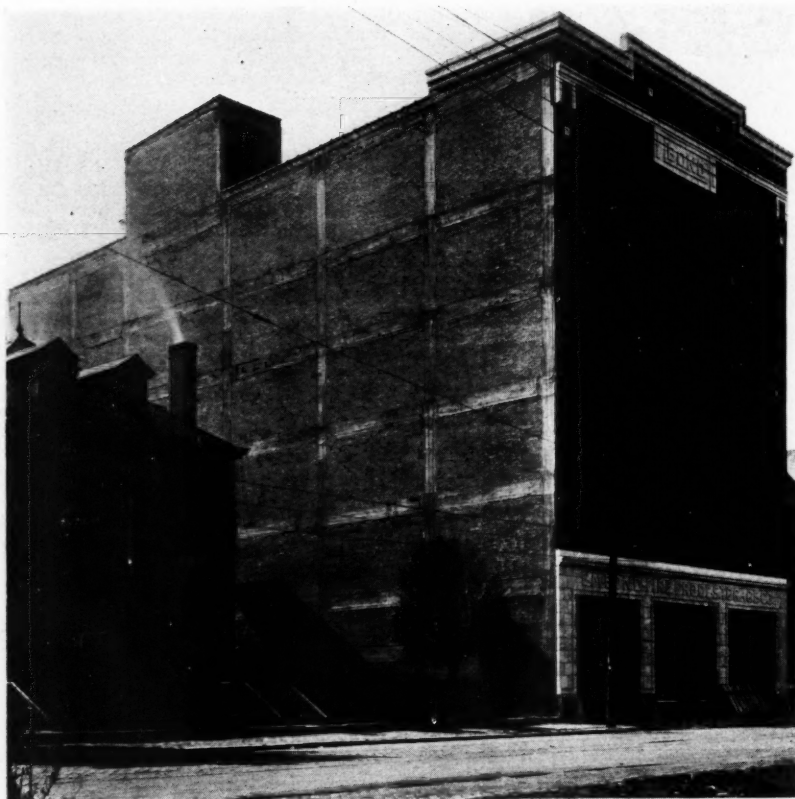
"Ideal" type EP elevating platform truck. This truck operates in intersecting aisles 64 in. wide.

Details regarding these machines may be obtained by addressing the company at Binghamton.

WHAT'S WHAT IN NEW BUILDINGS

XXI

E. M. Bond Fireproof Storage Co.
Nashville, Tenn.



ONE of the finest household goods warehouses in the South was opened for business about May 1 by the E. M. Bond Fireproof Storage Co. of Nashville, Tenn. Of fireproof construction, attractive in appearance, and strategically located at the forks of two of Nashville's principal thoroughfares, this third unit of the Bond warehousing property stands of the Bond warehousing. The cost of the new structure was \$112,000, not including the real estate.

The new warehouse is built of concrete, brick and steel, with-

out any wood, even doors, windows and frames being metal. In the basement is a heating plant. There is a mezzanine floor for pianos, trunks, etc. One-half of the second floor and all of the third floor are divided into locked storage rooms with hollow tile and with fireproof doors approved by underwriters. Each lot of goods is placed in a separate fireproof room, the rooms varying in size to accommodate large and small consignments of furnishings.

The office has a tile floor and marble counters. An immense elevator is accessible to trucks entering the building from the front or the rear. All the floors are treated with Lapidolith to prevent dust. The entire building is steam heated and electric lighted, and each floor has its inter-communicating telephone. There is a safe deposit vault for storage of household silver and other valuables.

An up-to-date packing department is maintained, equipped with motor-driven swing saws and other time and labor saving devices. Here packers crate furniture, pack china and ornaments, box pianos and attend to all details of preparing household goods for storage or shipment. A strict account is kept of packers' time and the materials used, and prices are based accordingly.

The Bond company operates motor trucks with padded vans and engages in both local and long distance moving. In shipping by rail to other parts of the country, proper packing, billing and routing are attended to.

TO SELL WAREHOUSING TO BUSINESS INTERESTS

Economic Relation of Storage Plant to Industries Will Be Discussed at Central Club's Convention

CHICAGO, May 21—The modern merchandise warehouse and its economic relation to industry will be the principal subject under discussion at the summer convention of the Central Warehousemen's Club. The officers and members of the executive committee met here to-day and decided on July 1 and 2 as the dates for the convention, which will take place at the Drake, Chicago's newest hotel, located outside the Loop district and directly on the shore of Lake Michigan.

The convention program has been prepared but it has been withheld purposely and not until the speakers begin their talks will their identity become known to the delegates. There is a reason for this novelty. It is purposed to treat the vital subject—that of selling American business on the economic advantage of utilizing the public storage plant—from what may be called an agricultural viewpoint. One speaker will plant the seed, another will cultivate the crop, a third will harvest it and a fourth will tell how to get it to market. The printed program will be of rustic atmosphere accordingly, and some surprises will be sprung.

One phase of this important problem of selling warehousing to big business will be assigned to a warehouseman who has followed closely the co-operative movement progressing between the Department of Domestic Distribution of the Chamber of Commerce of the United States and the American Warehousemen's Association. (See page 10.) This discussion will bring out an interpretation of the movement, to show how the warehouse industry can capitalize the increased interest which business men generally are taking in the subject of distributing through commercial warehouses. The speaker assigned to this phase will furnish a definition of the warehousing field in the light of this recent development and will suggest an educational program designed to bring about a proper recognition of warehousing among business men and shippers generally. The main purpose of this first address will be to suggest ideas of how best to proceed to create new business for the entire industry.

Another phase, assigned to another warehouseman, will have to do with rendering proper warehouse service to these newly gained customers. The speaker will seek to show what service will be necessary to hold and satisfy these patrons, as well as to better service for the shippers already using warehouses.

A third phase, to be discussed by a third speaker, will deal with methods of arriving at proper charges for this service. Here results in cost accounting studied in various parts of the country will be exhibited and discussed. It is likely that the basis for the discussions will be the recent inquiries by the Minnesota Warehousemen's Association.

A fourth phase, to be discussed by a warehouseman recognized as a rail tariff expert, will touch upon present carriers' rates in their relation to warehousing. Recent studies of these tariffs have brought out that on many commodities the spread in rate between carload and less than carload lots does not offer sufficient inducement to the shipper to consign full carload lots to warehousemen for distribution and reshipment. The Central Warehousemen's Club will take steps to have some of these commodity

CONVENTION DATES

THE summer conventions of the Central Warehousemen's Club and the National Furniture Warehousemen's Association are not far apart on the calendar, and this is by design and not by accident.

The National will hold its meeting at Bigwig Inn, Lake of Bays, Canada, on July 8, 9, 10, 11 and 12.

The Central had intended to meet during the latter part of June. Instead it decided to convene at the Drake Hotel, Chicago, on July 1 and 2. This will enable the household goods men who are members of both organizations to attend the Central gathering, remain in Chicago over Independence Day, transact business on July 5 and 6, and take the 5 o'clock train out of Chicago on the afternoon of July 6 for Huntsville, Ont., to take a steamer for Lake of Bays.

rates revised. Discussion of this phase will point out also the advantage, to the warehouseman, of a thorough knowledge of railroad tariff rates and classifications.

L. V. Morrell, of the Sibley Warehouse & Storage Co., Chicago, representing the Illinois Association of Warehousemen as chairman of its entertainment committee, met with the Central's officers and executive members and gave assurance of suitable hospitality on the part of the Illinois organization. Those attending the meeting were Sidney Smith, Currier-Lee Warehouse Co., Chicago; George Rhame, Minneapolis, executive secretary of the Central; John Bekins, Omaha Fireproof Storage Co., Omaha; George Hamley, Colonial Warehouse Co., Minneapolis; Elmer Erickson, Midland Warehouse & Transfer Co., Chicago; and L. T. Crutcher, L. T. Crutcher Warehouse Co., Kansas City.

The phrase "Terms and Conditions," suggested at the San Antonio meeting last winter as a substitute for "Rules and Regulations," will be discussed and recommended for adoption at the coming meeting.

Recent additions and revisions to the merchandise base rate cartage table and the household goods base rate storage table will be presented.

NATIONAL'S CONVENTION IN CANADA, JULY 8-12

Household Goods Association to Hold Summer Meeting at Lake of Bays, Ont.

CHICAGO, May 21—The second annual meeting and summer outing of the National Furniture Warehousemen's Association will be held at the Bigwig Inn, Bigwig Island, Lake of Bays, Ontario, Canada, on July 8 to 12 inclusive, it is announced by Ralph J. Wood, secretary.

The convention will be a combination of business and pleasure. Bigwig Island, situated in the center of a lake of a thousand bays, is a two and a half hour boat ride from Huntsville, Ont., 146 miles north of Toronto.

This voyage will take the delegates on Huntsville and Lake of Bays steamships down the Muskota River, through Fairy and Peninsular lakes into the Lake of Bays, the trip being interrupted by a portage by way of a one-mile railroad ride between Peninsular Lake and Lake of Bays.

On Bigwig Island is the largest resort hotel in the Dominion of Canada, in a spot noted for its scenic beauty.

The summer meeting will, as usual, be a "stag" affair.

There will be bathing, golf, baseball, bowling, band concerts, two evenings of entertainment, boat rides and a banquet.

There will be business meetings on July 8, 9 and 11 from 9.30 a. m. to 5.30 p. m. and on July 12 from 9 a. m. to noon, with discussions of the problems of interest to the household goods branch of the warehouse industry.

Details regarding transportation, expenses, etc., may be obtained by addressing Mr. Wood at 4259 Drexel Boulevard, Chicago.

National's New Secretary Is Guest of Cleveland Association

CLEVELAND, May 12—William H. Schaefer, new executive secretary of the National Furniture Warehousemen's Association, was the guest of the Cleveland Furniture Warehousemen's Association to-day at its monthly meeting, held at the Cleveland Athletic Club. After a dinner, George R. Rutherford, president, took the chair and there was discussion of uniform warehouse receipts, railroad freight bills, membership, etc.

Mr. Schaefer in a talk pledged his co-operation and that of the National with the Cleveland organization and its members individually, and in return received assurances of support in his work.

During the day Mr. Schaefer was the guest of O. L. Scott of the Scott Brothers Fireproof Storage Co. and W. H. Turner of the Lincoln Fireproof Storage Co. and he visited the various furniture warehouses in the city. He then left for Chicago to take up his duties at the National's headquarters there.

"TWO BITS"

Mr. Warehouseman: Read page 29 and send in some gingery items. There AIN'T no gloom!

OPEN SHOP VICTORY FOR ROCHESTER STORAGE MEN

Strike Ends in Less Than Four Weeks. Union and Non-Union Teamsters Will Be Treated Alike

ROCHESTER, N. Y., May 2—An open shop triumph has been won by the warehousing interests of Rochester. The teamsters who went on strike on April 1 returned to work less than four weeks later after the warehouse and transfer companies had succeeded, with police protection, in resuming business temporarily interrupted.

From the start the members of the Truckmen's and Warehousemen's Association of Rochester fought the efforts of the union. So far as the employers were able to learn the strike had never been authorized by the American Federation of Labor, and when the teamsters returned to work they did so individually and were re-employed only to the extent that there was work for them to do. At the termination of the strike the following statement was issued by A. S. Blanchard, president of the association and president of the Blanchard Storage Co.:

"The Truckmen's and Warehousemen's Association attributes its success

"First, to the integrity of its membership. Each and every member made whatever sacrifice was necessary to help along the cause, and each and every member came through the fight victorious, the association not losing a single member.

"Second, to the determination of the smaller owners driving their own motor trucks to move the freight, no matter what happened.

"Third, to the efficient protection afforded by the Rochester police department, who throughout the strike assumed a position of absolute neutrality, with a determination that law and order were to be enforced.

"Fourth, to the fact that the majority of strikers considered the strike unjustifiable. It was never authorized by the American Federation of Labor, as far as we know."

During the trouble the employers met every night and assigned what trucks were available to the movement of perishable and other freight. During the first two weeks virtually no household goods were moved, as freight was given first consideration. During the second week some of the teamsters of the Blanchard company and the Keystone Carting Co. began returning to work, and at the close of the third week some of the Rochester Carting Co.'s men went back. Meanwhile a few union men employed by most of the companies remained loyal, and foremen and packers manned the rigs, and freight was moved to some extent. When the strike ended the employers had met no committees, had signed no agreements, and announced that conditions henceforth would be on the open shop basis, with union and non-union men treated alike, according to their ability, and with non-union men employed during the strike retained in so far as possible.

Throughout the trouble mounted and motorcycle policemen followed the trucks and horse-drawn vehicles. The Joseph A. Schantz Co. was able to operate from the start. Piano movers employed by the Sam Gottry Carting Co. struck, it is alleged by the employers, in the face of an agreement signed separately with that company on March 31, and this reacted by making the warehousemen more determined to effect open shop conditions.

The wage scale of 1920 remains unchanged with one exception. This had been announced prior to the strike, but the teamsters objected to a clause providing that the warehousemen could institute, at the close of two months and with thirty days' notice, negotiations looking toward a wage reduction. The one exception as to continuation of the 1920 schedule was that the wages of drivers of Ford delivery trucks should be reduced from \$28 to \$25, which would affect only about ten of 250 employees.

Strike Settled

TERRE HAUTE, IND., May 16—A strike of transfer laborers, which has had the transfer business here tied up for some days has just been settled. The transfer men and the laborers finally got together on a contract similar to that in effect last year.

Transfer Interests Test Indiana Truck License Law

INDIANAPOLIS, May 16—The first step for a test case of the motor truck license law enacted by the Legislature in 1919, providing for certain license fees for motor trucks of different sizes, was taken recently when William P. Evans, prosecuting attorney, filed in the criminal court eighteen affidavits against William S. Frye, owner of a transfer company, charging him with failure to comply with the law.

Mr. Frye and the owners of other transfer companies in the city have contested payment of the fees provided for motor trucks under the 1919 law, and in preliminary test cases in the courts they have won. One case against Mr. Frye in the City Court, and another case in the Criminal Court, resulted in the quashing of the affidavits by Judge Walter Pritchard and Judge James A. Collins, respectively, both judges deciding that the truck license law was unconstitutional.

The affidavits returned to-day charge that the Frye company has failed to pay the license fee on nine motor trucks and has failed to display the license plates required by law on these nine trucks. Separate affidavits on each charge were filed for each of the nine trucks.

It is expected attorneys for the transfer men will file motions to quash the affidavits. After Judge Collins rules on these motions, regardless of which way he rules, the cases will be taken to the Supreme Court on appeal in order that a ruling of the higher court as to the validity of the license law may be obtained.

LICENSED WAREHOUSES ARE PROVING POPULAR

WASHINGTON, D. C., May 11—A big increase in the number of cotton warehouses licensed by the United States Department of Agriculture under the Federal warehouse act is reported by the Bureau of Markets for the past year. A little more than one year ago a temporary field station was established at Atlanta, Ga., under the administration of the United States warehouse act. At that time there were 8 cotton warehouses in Georgia, 2 in Alabama, 3 in Texas and 1 in Mississippi licensed under the act. There are now 137 licensed in Georgia, 37 in Alabama, 3 in Mississippi, 1 in Louisiana, 9 in Arkansas, and 3 in Texas.

Licensing under the United States warehouse act is permissive and voluntary. During the first years after its enactment in 1916 warehouses were slow to recognize its benefits and farmers were slow to see the value of the standardized receipts made possible by the law, but during the past year many warehouses of different kinds have applied for licenses.

The Federal reserve banks of Atlanta and Dallas are taking an active part in influencing warehousemen to become licensed and bonded, and the Federal Farm Loan Board has approved forms of receipts to be issued to growers who use the warehouses. Very substantial reductions in the rates of fire insurance on licensed warehouses have been granted by various rating bureaus, in many instances amounting to 25 per cent from the scheduled rates.

Wage Cuts in Kansas City

KANSAS CITY, May 2—This is the period of the year for adjusting labor troubles, and the warehousing industry may be interested to know that in some of the merchandise storage plants here the employers have put through wage reductions which have been accepted by the employees without commotion.

During this process of readjustment some houses have made a straight cut of 10 per cent in salaries and wages.

The result of a general wage reduction in this territory is that the plants through this lower labor cost are still able to extend service at former prices, the employees hoping that as business improves their wages will again be raised.

Birrer Company Enters Merchandise Warehousing

POUGHKEEPSIE, N. Y., May 7—Beginning June 1, Birrer's Motor Transportation Co., Inc., of 484 Main Street, will enter merchandise warehousing in conjunction with its furniture business. This company has for the past four years conducted motor truck transport for freight, as well as furniture, and is now building a fireproof warehouse to accommodate its expansion plans. The structure will contain 9,000 square feet of floor space.

COMMODITY RATES NOT DISTURBED BY I. C. C.

Intermediate Association's Complaint Dismissed—Decision Favors Many Western Warehousemen

WASHINGTON, D. C., May 5—Proposed rate advances on certain commodities from points east of the Mississippi to the Pacific Coast will not go into effect. The Interstate Commerce Commission had dismissed the complaint of the Intermediate Rate Association, which sought the lower tariffs.

The commission's decision is important both to shippers and warehousemen. For the shippers the higher rates would have meant higher distributing costs. For the warehousemen in the territory between the Mississippi and the Pacific Coast the higher rates would have meant in many instances diminished stocks in public warehouses, for the shippers would have done more routing by water through the Panama Canal in order to conserve on distribution costs.

Commodities which would have been effected include agricultural implements and implement parts, ammunition bags and bagging, cotton bags, canned goods, drugs, fruit jars, iron and brass beds, iron and steel bars and bands and rods, rough castings, rough and cast iron pipe, wires and nails, linseed oil, passenger and freight automobiles, musical instruments and certain poultry foods.

The commission's decision is the latest development in the long debated question of how to adjust transcontinental rates so that railroads may fairly meet water competition. In this instance the carriers proposed an adjustment, one feature of which was to cancel the special or so-called commodities rates and apply on such shipments the class rate.

At hearings begun in June and terminating in December of last year strong protests were made on behalf of shippers, on the ground that the proposed rates would greatly discourage eastern manufacturers in their effort to develop their sales in the Pacific Coast territory.

Rhode Island Warehouse Planned

OLNEYVILLE, R. I., May 3—Business men of Olneyville are planning a stock corporation for financing and operating a public storage warehouse on land adjoining property of the New York, New Haven & Hartford Railroad here. The structure would be built in sections to allow for future expansion. It is estimated that twenty carloads a week, mostly from out-of-town manufacturers, would naturally come to Olneyville.

Warehouse with a Humidor

FORT WORTH, TEX., May 4—An odd warehouse has been completed here—a structure with an air chamber to serve as a humidor for the storage of cigars. Built of sand, brick and concrete, and reinforced with galvanized mesh and heavy iron, even temperature is main-

tained and the humidor has a capacity for 1,000,000 cigars. A local cigar company is the operator.

Tobacco Warehouse

RALEIGH, N. C., May 4—The Raleigh Tobacco Warehouse Co. has been organized here, capitalized at \$40,000, and plans to construct two storage structures by Aug. 1. S. Brown Shepherd is president and Willis Smith is secretary-treasurer.

PUBLICITY

A COLUMN or more of space in the newspapers of Kansas City was devoted to the April meeting of the Central Bureau Committee of the American Warehousemen's Association in that city. Stories told who were there and why they attended and mentioned some of the things which the committee is laboring to accomplish. "Warehousemen Open Three-Day Business Meet" made a three-line head which attracted the attention of business interests in Kansas City, and the story contained the information that \$92,000,000 worth of merchandise passed through Kansas City's warehouses in 1920.

It shows what can be done. Kansas City warehousemen "tipped" the local newspapers that some of the leading warehousemen were coming from many cities, and reporters were sent to get the story. The scribes were fed with information of promotional character on behalf of warehousing—and for the first time since the Central Bureau was created the public press carried stories of its activities.

What the Kansas City warehousemen did, the warehousemen in other cities can do when warehousemen's meetings are held. The Kansas City men did not go to the newspapers with the attitude that they were seeking personal publicity; they held forth to the press that a meeting was to be held which should be of public interest. The reporters did the rest.

Constant repetition of stories of this kind in newspapers throughout the country would aid in the campaign to expand warehousing and make the industry nationally known.

Johnstown Company Organizes

JOHNSTOWN, PA., May 3—The Johnstown Terminal Warehouse Co. is being organized here with \$600,000 capital, with plans to construct a terminal warehouse along the Pennsylvania Railroad tracks in Woodvale. The structure, five stories high, would be 250 by 148 ft.

NEBRASKA ABANDONS TRUCK FREIGHT CONTROL

LINCOLN, NEB., May 2—The Nebraska State Railway Commission has rescinded and annulled its orders which in 1919 established rates for common carriers by trucks on the highways of Nebraska.

These rules, regulations, classifications and tariffs were for the transport of freight and express, and the Commission announces that the cancellation now is ordered "without prejudice to again opening the matter when need shall arise," and that meanwhile:

"The Commission still has a considerable number of copies of the classification and rate basis which will be available gratis to any who desire the benefit of the studies made to the end that financially ruinous practices may be avoided."

The significance of the Commission's cancellation order is that the Commission believes the time is not ripe for State regulation of this class of business. The Commission says:

"The time might soon arrive when the business inter-town will be concentrated in the hands of a few concerns and it is possible under these circumstances for combinations and aggressions to be made which would be seriously disadvantageous to the public, but that time is not here now."

"The lack of regulation has its chief menace for those who are putting their money into the business, but in the length of time the Commission has attempted to stabilize the business, not only in the interests of those who risk their capital but in the development of an important arm of transportation service, there has been such a lack of co-operation on the part of those concerns as to warrant giving no further consideration to that phase of the matter."

Willard Eldredge Honored

ATLANTIC CITY, N. J., May 2—Willard Eldredge, president and manager of the Eldredge Express & Storage Warehouse Co., has been elected a member of the board of directors of the Rotarian Club of Atlantic City. Of twenty members nominated, ten were elected and Mr. Eldredge stood fourth on the list.

Indianapolis to Have New Warehouse

INDIANAPOLIS, May 16—The Terminal Building Corp. has obtained a ninety-nine year lease on property in South Pennsylvania Street, at Georgia Street. Albert E. Metzger, president, announced to-day that the corporation intends to erect a seven-story warehouse, to cost not less than \$200,000, suited to the needs of wholesale merchants and jobbers. Office rooms for merchandise brokers and manufacturers' agents will be on the second floor. Construction will start as soon as the present leases on the properties expire, which will be within two years.

COMPROMISE TRUCK FEE BILL IN PENNSYLVANIA

Warehousing Association Took Part in Fight Against Excessive License Assessments

PHILADELPHIA, May 1—A compromise motor truck license fee bill that will effect a saving to Pennsylvania truck owners in the next two years of at least \$750,000 per year, has been secured from the Legislature through the movement started by the Motor Truck Association of Philadelphia and supported by seven large business organizations, including the Pennsylvania Furniture Warehousemen's Association and the Philadelphia Team & Motor Truck Owners' Association.

The compromise bill now only awaits the signature of the Governor to become law and there is no doubt he will sign it. The compromise was accomplished by an energetic protest accompanied by a State-wide advertising campaign conducted by various motor trucking interests setting forth that the fees proposed in the Woodruff bill, with increases in license fees ranging from 80 per cent to 210 per cent above existing figures, would prohibit the operation of thousands of trucks and greatly cripple transportation. Under the compromise measure that has passed both Senate and House, the average increase will be about 100 per cent.

The motor truck men also obtained a reclassification of chassis weights, advantageous to trucks of medium size, which is one of the largest classes; and it gives them a lower license fee than they would have been obliged to pay under the old classification per the increased license fee rates.

Under the measure the State will receive almost \$1,000,000 increase in truck license fees, which will be devoted to the use of the State Highway Department for road maintenance.

The rates as finally agreed upon are as follows:

	Present Rate	Solid Tires	Pneu. Tires
Class AA—2,000 to 3,000 lbs.	\$20	\$30	\$24
Class A—3,000 to 4,000 lbs.	25	40	32
Class B—4,000 to 5,000 lbs.	30	50	40
Class C—5,000 to 6,000 lbs.	30	70	56
Class D—6,000 to 7,500 lbs.	50	100	80
Class E—7,500 to 8,500 lbs.	75	125	100
Class F—More than 8,500 lbs.	150	200	140

It was also agreed that electric commercial vehicles equipped with solid tires should be allowed the same rate as pneumatic-tired, gas-propelled trucks. The changes in classification were in Class D, which was made from 6,000 to 7,500; Class E, from 7,500 to 8,500, and Class F from 8,500 upward, there being added 500 pounds to the maximum in each class.

The Philadelphia representatives who appeared before Senator Buckman and members of the State Highway Department included Walter V. Anthony, president of the Motor Truck Association of Philadelphia; A. R. Miller and David Ludlam, of the legislative committee of

that body; Buell G. Miller, of the Pennsylvania Furniture Warehousemen's Association, representing many motor truck owners.

Another point gained was a ruling from the Highway Department that trailers will only have to pay a license tax up to the number of tractors any owner possesses to which trailers are to be attached, and that trailers can be interchanged with the tractor without an extra license fee having to be paid.

Storage Business Improving in Central Ohio

COLUMBUS, OHIO, May 14—There is a gradual improvement in the transfer and storage business in Columbus and the central Ohio territory. This is the consensus of reports from leading commercial haulers and storage concerns in the Buckeye State capital. While the slump is not yet over, there is a ray of sunshine visible and it is believed conditions will be better from now on.

In household goods there has been considerable activity during the latter part of April and early in May, usual moving months, and there has been also a considerable amount of long-distance hauling, which is gradually increasing. The principal cities to which long-distance household goods hauling is conducted are Cleveland, Toledo, Detroit, Zanesville, Cincinnati, Dayton, Springfield and Indiana points. Return loads are now more easily secured and this is helping out the business to a certain extent.

General merchandise storing and transferring has also shown an increase from the previous month. Articles of merchandise in storage are mostly sugar, coffee, cereals, medicines and drugs and canned goods. There is also a considerable amount of machinery and implement transferring and storage. Agricultural implements are moving out rapidly from the Columbus branch houses.

Truck Limit Bill in Ohio

COLUMBUS, OHIO, May 12—Both branches of the Ohio State Legislature have passed a bill providing that heavy trucking must be regulated on the basis of 650 pounds to the inch of tire surface, which places at ten tons, the limit of weight of truck and cargo.

The measure was opposed by the Ohio Association of Commercial Haulers and by various other automotive organizations in the State. It was thought the bill had been defeated but it was slipped through in the closing hours of the session.

New Indiana Distributing Company

PALMYRA, IND., May 13—Papers have been filed with the Secretary of State by the Trutona Distributing Company of Indiana, showing a capital stock of \$30,000. The company plans to maintain agencies for the distribution of merchandise. Directors of the company are W. W. Cullins, C. P. Heuser, W. C. Martin, J. F. Gettefinger and W. E. Diedrich.

SEVEN NEW MEMBERS ELECTED BY A. W. A.

PITTSBURGH, May 19—Election of the following warehouse companies to the American Warehousemen's Association is made here by Charles L. Criss, general secretary:

Capital Ice & Storage Co., Oklahoma City, Okla. Affiliating with cold storage sub-division. Officers include C. M. Beachy, president; John Olinger, secretary; C. F. Anderson, treasurer and manager.

Miller & Lenington, Yakima, Wash. Affiliating with merchandise and household goods sub-divisions. Company is co-partnership of Henry H. Miller and Jesse D. Lenington.

Monarch Storage & Warehouse Co., Buffalo, N. Y. Affiliating with household goods sub-division. Officers include George W. Tucker, president, and Edson Jay Tucker, vice-president and secretary.

New Jersey Refrigerating Co., Jersey City. Affiliating with cold storage sub-division. Officers include Otto A. Lembeck, president; Herman H. Horstmann, secretary.

Republic Storage Co., New York City. Affiliating with merchandise sub-division. Officers include D. C. Griffith, president; A. B. Harrington, vice-president and secretary.

Sherman Ice Co., Sherman, Tex. Affiliating with cold storage sub-division. Officers include C. B. Dorchester, president; W. W. Rodgers, secretary-treasurer and manager.

Union Terminal Warehouse Co., Los Angeles. Affiliating with merchandise sub-division. Officers include W. E. Seeley, president and treasurer; E. I. Blohm, secretary; C. G. Munson, manager.

New Committees

Committees appointed in connection with developments at the recent meeting of the A. W. A. directors in New York include the following:

Revision and Improvement of By-laws; T. E. Witters, Baltimore, chairman; L. T. Crutcher, Kansas City; Roy C. Griswold, Chicago; Gardner Poole, Boston; W. Lee Cotter, Mansfield.

Readjustment of Membership Dues: W. Lee Cotter, Mansfield, Ohio; Gardner Poole, Boston; Roy C. Griswold, Chicago.

Division of Convention Period: Gardner Poole, Boston; George S. Lovejoy, Boston; Joseph W. Glenn, Buffalo.

Entertainment at Convention: Willard W. Morse, Minneapolis, chairman; Frank A. Horne, New York City; John G. Neeser, New York City; William E. Halm, New York City; S. M. Woodson, Kansas City.

New Warehousing Company in Chicago

SPRINGFIELD, ILL., May 6—A charter was granted to-day to the C. & A. Terminal Warehouse Co., 58 West Harrison Street, Chicago, to conduct general brokerage, warehousing, mercantile and commission business. Capital, \$50,000.

FORTIETH ANNIVERSARY OF CAMPBELL STORES

History of Expansion of Hoboken Company Is Told at a Birthday Dinner

HOBOKEN, N. J., May 2.—How the Campbell Stores of Hoboken, one of the leading warehousing companies in the New York metropolitan district, were organized forty years ago was told at an anniversary dinner given at the Chamber of Commerce here and attended by fifty-five officers, employees and guests.

It was on April 20, 1881, that Arthur Seitz and Herbert P. Campbell formed the partnership of Seitz & Campbell, to engage in the coal and wood business. Wood pulp was coming in from Norway and it had to be stored somewhere. Seitz & Campbell added to its original capital of \$10 and erected an addition to its small building, and the Hoboken Free Stores Co. came into existence with its officers including Palmer Campbell, today president of the Campbell Stores.

A marine transit company was in bankruptcy, and Herbert P. Campbell, carrying a check book showing his company's savings to be \$300, called on the receiver, who was willing to let the transit company's property, a large one-story shed at Fourth and River streets, go for \$1000. Mr. Campbell "beat" the receiver down to \$600, but could not get the price down to \$300. Whereupon Mr. Campbell told the receiver:

"You will please take notice that the shed must be removed by May 1."

This was Mr. Campbell's trump card—for the firm of Seitz & Campbell had meanwhile leased the property on which the shed stood. The receiver capitulated, sold the shed for \$300 and moreover was the first to give the new storage company its first goods to care for—an engine.

The guests at the anniversary dinner included Mr. Seitz, who recited the foregoing incidents; and Charles Fall, now president of the Hoboken Trust Co., who was bookkeeper and clerk for the firm of Seitz & Campbell until he left the company in 1886. Mr. Fall told how he wrote all figures except the figure "4" in a very small hand; he wrote every "4" large, and finally the firm took this hint and increased his salary from \$4 to \$5 a week. Mr. Fall related this in discussing the small salaries of warehouse employees in those days.

H. E. S. Wilson, vice-president of the Campbell Stores, discussed the company's warehouses of the past, telling how they expanded from four two-story structures, operated by hand power, when he entered the company in 1886, to fourteen large stores, operated with steam and electricity, seven of these buildings being destroyed in the North German Lloyd fire in 1900.

There has since been further expansion, and Eno Campbell, secretary, discussing the future, announced that a modern fireproof warehouse would be erected soon adjoining the present Fourteenth street structure; the new building will be eight stories high and of latest

design. Mr. Campbell alluded to the cost accounting recently installed and said good results were expected. The company has just issued a storage rate guide for merchants and importers.

The favors at the dinners were iron handtrucks loaded with barrels of salted almonds, each barrel carrying the inscription, "Campbell Stores, 1881-1921, Fortieth Anniversary."

The Campbell company is a member of the American Warehousemen's Association, American Chain of Warehouses, Port of New York Warehousemen's Bureau of Information, Merchants' Association of New York, New York Board of Trade and Transportation and Merchants' Truckmen's Bureau; and is associate member of the Chamber of Commerce of the United States, New Jersey Chamber of Commerce, Hoboken Chamber of Commerce and New York Chamber of Commerce of the Netherlands.

Goodman Company Builds

BIRMINGHAM, ALA., May 1.—The Goodman Transfer & Storage Co. has opened a new modern warehouse with 42,000 square feet of floor space for the storage of merchandise, automobiles and household goods. For the latter are provided a special piano room and private lockers. The new structure is at 800 Third avenue.

Pacific Coast Fruits May Be Warehoused at Boston

BOSTON, May 13.—Inquiries regarding cold storage facilities at this port have been instituted by shippers of perishable freight at the Pacific Coast ports. They also inquire about the warehouse and dockage accommodations.

The foundation for a substantial movement of perishable goods from Washington and California to Atlantic Coast markets is being laid. Committees representing the apple growers of Washington and Oregon and citrus growers of California are to meet in Seattle this month to make necessary arrangements with steamship interests.

Washington apple growers have pledged 120,000 tons of apples and this tonnage, with that of the citrus growers, is to go to markets extending 300 miles inland from the Atlantic Coast and the Gulf.

Two coastwise steamship companies recently have started to develop an "express" service for perishable freight between the Atlantic and Pacific seaboard, through the big waterway.

Auction at Warehouse

PORTERVILLE, CAL., May 9.—H. A. Peterson has put into operation a merchandise warehouse with 15,000 square feet, on Southern Pacific Railway tracks, and has installed an unusual equipment of scales for trucks, cattle and merchandise. An auction will be conducted at the warehouse on June 25, the public being invited to dispose of merchandise on a 10 per cent. commission.

MINNESOTA STOCKS NOW SUBJECT TO TAXATION

ST. PAUL, MINN., May 2.—The Minnesota State Legislature has enacted—and the Governor has signed the bill—a law, effective immediately, which places upon warehousemen of Minnesota the obligation of reporting, to the assessor of the assessment districts in which their warehouses are located, the names and residences of all persons having goods in storage, and the value of the goods.

A penalty is provided for failure to make reports. As originally planned, the penalty was described as a gross misdemeanor. However, through the influence brought to bear by the Minnesota State Warehousemen's Association the word "gross" does not appear in the legislation enacted. This means a change of from \$1000 fine and one year in jail to "not to exceed \$100 fine or 90 days in jail."

MINNEAPOLIS, May 2.—In the new Minnesota law providing for the listing for taxation by warehousemen of goods in storage, in section 1 appears the words "as of May 1"—that is, goods in storage on that date are taxable, the reports to the assessors to be made on May 15 each year. Inquiry made by George A. Rhame, secretary of the Minnesota Warehousemen's Association, brought an interpretation by the Minneapolis city assessor that the cutoff should be made at the close of business on Apr. 30.

National Has 485 Members

NEW YORK, May 2.—The National Furniture Warehousemen's Association now comprises 485 members, it is announced by Ralph J. Wood, secretary. The 500 mark is expected to be passed by June 1. The present membership takes in 229 cities and towns in 41 States, the District of Columbia and Canada, together with three associate members in England.

Recent new members are Headley's Express & Storage Co., Inc., Chester, Pa.; Tudor Warehouse Co., Kokomo, Ind.; Du Bois Storage & Carting Co., Du Bois, Pa., and Bill Brothers Co., Hartford, Conn.

New Progressive Warehouse

NEW YORK, May 2.—Progressive Warehouses, Inc., has opened a fifth warehouse, located at 407 Greenwich Street. Henry A. Bennis and Howard E. Lowe, formerly with the Coastwise Warehouses, are now with the Progressive company.

Overcharge Refunds

(Concluded from page 37)

pute arises out of a question of reasonableness of rate or class of property, and all the other facts in the case, only a cursory opinion can be given, as these cases are technical and involved and depend, as to decision in each case, on their peculiar facts.

TELL BANKERS AND FREIGHT MEN ABOUT WAREHOUSING, MR. HAMLEY URGES

New President of Minnesota Association Says Such a Policy Would Attract Business. Inquiry into Handling Costs Has Disclosed That It Costs More to Handle Goods In Than Out. Household Goods Men to Conduct a Similar Investigation

MINNEAPOLIS, May 2—The idea of selling the warehouse industry to shippers, bankers and other business interests was emphasized by George Hamley, president of the Colonial Warehouse Co., Minneapolis, in his address after being elected president of the Minnesota Warehousemen's Association at its annual meeting, held in April. Mr. Hamley succeeds W. W. Morse, president of the Security Warehouse Co., Minneapolis, who was president throughout the organization's ten years of life and who has stepped down because of his many duties as president of the American Warehousemen's Association. Mr. Hamley in his talk said in part:

"There are men engaged in other lines of business that are to some extent connected with our storage business, men with whom we come in contact, and men who should know more about what we are doing here as an organization. I refer to bankers, and to men who handle traffic in large volume; I refer to freight, men who are concerned about freight rates in this territory, and what we should have here in order to assist our business in every way.

We should attract to ourselves men of these various lines of work in such a way that they can come in here to association meetings, talk and counsel with us, and get some pointers from us as to how we are conducting our business, so that we will have more prestige with them; and secure from them, in return, pointers in regard to ways of conducting our business that will attract business to our warehouses."

Mr. Morse in his address as retiring president alluded to the past decade as "probably the most noteworthy of any ten years in the history of warehousing in the United States." He added:

"They mark the transition from an industry unorganized, scattered and without scientific knowledge of its costs, or of any basis upon which its charges should be made, to an industry well organized and operating for the most part with growing knowledge of costs and with rates based on scientific study of the rate making problem.

"During these ten years the industry has changed from a period of unscrupulous competition to friendly co-operation; from a condition where every man in the industry felt that his competitor was his enemy as far as business was concerned, to a condition where every man feels that his competitor is his good friend not only socially but in a business way."

Alluding to the association's present inquiries into handling charges, Mr. Morse declared that information was being obtained "which is fast taking

shape in such wise that we will be able to justify our handling rates before any public body before whom we may be questioned."

The inquiry into handling costs was referred to in the report of J. P. Feuling, merchandise committee chairman, read in his absence by the association's secretary, George A. Rhame. Mr. Feuling wrote in his report:

"The following pertinent facts have been conclusively proven by our study of handling costs:

"1. That it costs more to handle merchandise into the warehouse than to deliver it out.

"2. That your handling costs increase appreciably where you go over the normal piling height of 7½ feet.

"3. That the statement often made by George S. Lovejoy is substantiated—that it costs money to handle small quantities." In other words, your handling costs go up in handling goods in volume of less than 3000 pounds."

Mr. Feuling added that recently there had been "a movement on the part of brokers and specialty men to induce the warehousemen to reduce handling and storage rates," and that his committee believed "that we are prepared at any time to justify our rates; in fact, our monthly handling cost reports will prove that in many instances our present charges are not adequate."

Newton R. Frost, reporting as chairman of the household goods committee, announced that since the first of the year the majority of the Minnesota houses in that branch of the business had reduced their labor costs, "either by direct cuts in the rate of pay or by a reduction of working hours per day." He added that recently a majority of the houses had reduced charges on several items of packing materials and that new rates had been filed with the State Railroad and Warehouse Commission. Meanwhile, he concluded, the household goods man had begun active study of costs, chiefly those relating to handling, these to be compiled and disseminated by Mr. Rhame just as the figures have been handled by him for the merchandise men.

The report of F. R. Newell as chairman of the cold storage committee alluded to competition. He said:

"The cold storages have suffered somewhat in the general business reaction, and competition has been very keen due to the opening commercially of one or two warehouses constructed by the Government during the war, and also the converting of a number of old breweries into cold storages.

"Competition of these concerns, who have been quoting low rates, has had

some effect on local storage, particularly storage of meat and meat products by large packers located in South St. Paul. Most of the larger and old established cold storage warehouses in Chicago, after resisting the pressure for some time, finally found it advisable to meet this competition to some extent and, subsequent to their action, it was felt advisable by the local storages to follow suit.

"I think it has been explained before that cold storage rates are based more on what the traffic will bear than on cost of service. I think a great many cold storage warehousemen realize this but, inasmuch as this is the line of least resistance and one commodity pays for the other, the result at the end of the year is probably about the same as though each commodity paid its own way. This is a condition of many years' standing and it cannot be remedied by any action other than national."

Mr. Rhame in his report as secretary announced a membership of thirty-nine companies, including four associate members in South Dakota and Montana. Twenty-one of these were represented at the meeting.

Besides electing Mr. Hamley as president, the association elected as vice-president, J. P. Feuling, Central Warehouse Co., St. Paul; and reelected as treasurer, H. L. Halverson, Boyd Transfer & Storage Co., Minneapolis. Mr. Rhame continues as secretary. The following directors were chosen for the ensuing year: Mr. Hamley, Mr. Feuling, Mr. Halverson, Mr. Morse and Thomas J. Skellet, Skellet Co., Minneapolis; F. R. Newell, Minneapolis Cold Storage Co., Minneapolis; and R. H. Hall, Security Van & Storage Co., Duluth.

Central Bureau Meeting

KANSAS CITY, May 2—Kansas City warehousemen had the pleasure of entertaining, as well as working with, warehousemen from many other cities in April. The terms and conditions committee of the Central Warehousemen's Club held a business session, working on details of its subject; C. C. Daniel, Kansas City; W. I. Ford, Dallas; John Bekins, Omaha, and Thomas Skellet, Minneapolis, are the members of this committee.

The merchandise committee of the Central Bureau of the American Warehousemen's Association, held a two-day session, the following warehousemen being present: Col. P. L. Gerhardt, New York; D. L. Tilley, New York; C. B. Carruth, Boston; H. I. Jacobson, New York; E. H. Bacon, Louisville; J. P. Feuling, St. Paul; T. E. Witters, Baltimore; S. G. Spear, Boston; H. R. Manice,

(Continued on next page)

REMOVAL LEGISLATION KILLED IN NEW JERSEY

NEWARK, May 2—Legislative problems occupied discussion at the April meeting of the New Jersey Furniture Warehousemen's Association.

Frederick Petry, as chairman of the committee on law, legislation and insurance, submitted a report which indicated that the State Legislature would not pass the registration removal bill at this time, which apparently means a delay of a year at least. The measure was backed by installment houses and furniture dealers and the association put up a strong fight against its enactment.

The automobile bill in which the association was interested has been passed; although not entirely satisfactory in so far as the increased fees and overload capacity are concerned, the measure was nevertheless considered by warehousemen as the best of a number of bills offered. The license fees for the next year will be about 30 to 50 per cent higher. Trucks will not be allowed to carry more than their registered capacity.

The committee reported also that the \$50,000 highway bond bill had been defeated, and the roads will have to depend on the one-mill tax for the present.

The transportation committee reported that the railroads were figuring on a new schedule of freight rates.

A committee—James Mulligan, E. B. Conant, Griswold Holman, Edward E. Leach, George Sebold and Frank Somers—was appointed to inquire into the cost of operating vans in New Jersey and also the question of operating on the hourly basis; at present most moving is by the load or contract.

The household goods warehouse business generally throughout New Jersey was reported to be below that of last year. Opinion was expressed that cutting of rates at this time would not be advantageous because it might prove a drawback next fall when business picks up.

It was voted to join with the New York and Pennsylvania associations in the outing at Atlantic City on June 24, 25 and 26.

Kansas City Warehouses Continue About 75 Per Cent Filled

KANSAS CITY, May 16.—There is a wide variation in the proportionate storage of various items in Kansas City, some items being carried in normal volume, others in volume far below normal. The net statement of capacity-occupancy of Kansas City warehouses would probably be fairly accurate at 75 per cent. Some houses, particularly those specializing in food products, are occupied close to 100 per cent. Houses carrying sugar and canned goods have fair stocks of these; dried fruits from the west coast, and other fruit and vegetable commodities, are arriving in normal amounts. Implements, however, are one commodity that is carried in much smaller amount than usual. Farmers have not been buying implements this spring—for two rea-

sons, it is suggested; one is their general disinclination to buy anything, and the other is their inability to buy expensive implements. With farm products bringing only a fourth or a half their last year prices, farmers are purchasing very conservatively. Seeds are another item not being stored in usual volume. A good deal of the seed supply has been moved from warehouses; and it is not being replaced, as in former years.

The movement of foodstuffs has maintained the volume in many warehouses. Some report that March was the biggest month for them, with one exception, in their history; and that April was ahead of a year ago.

There has been an especially strong distribution business. This fact reflects the steady and improving condition of merchandising in the territory—which is reflected also in the continued steady outgo of merchandise, while receipts have been declining. It is evident that manufacturers and distributors are shipping rush or at once orders from merchants of the district, when orders cannot be filled from Kansas City warehouse stocks. Manufacturers are reducing their stocks carried in local warehouses to the lowest possible point, and not filling them. This reduction of interior stocks is taking place through the territory also—the available supplies at smaller points, held in their own branches or local warehouses, being drawn out by manufacturers. The exhaustion of stocks in the entire territory seems to be reaching a climax.

Philadelphians Protest New Rates

PHILADELPHIA, May 2—The Interstate Commerce Commission has granted Philadelphia shippers here further opportunity to present their case against southern railroads, which have established a new shipping rate to twenty-six southern points. The new rate eliminates the differential which this city enjoyed over New York. If allowed to stand, Baltimore will be placed in an advantageous position over Philadelphia and will result in heavy loss of shipping business here.

The Interstate Commerce Commission has suspended the rates pending consideration by it of statements of fact being compiled by the Chamber of Commerce from local shippers.

Central Bureau Meeting

(Concluded from preceding page)

New York; C. L. Criss, secretary of the association; S. M. Woodson, Kansas City. L. T. Crutcher, Kansas City.

The visitors, both of the A. W. A. and of the Central Club, were entertained with a dinner and a theater party April 19; with an automobile ride to Longview Farm, and a chicken dinner at a distant farm house famous for these dinners. They were guests at luncheon of the Rotary Club, and of the Chamber of Commerce. At the latter event, a talk on the importance of the warehouse business was made by the presiding officer; and Mr. Crutcher introduced each of the visitors.

RAILROADS TO COOPERATE IN STORE DOOR DELIVERY

System of Motor Truck Haulage to Be Introduced at Baltimore and Washington

WASHINGTON, D. C., May 14—Great interest has been manifested by Government officials as well as merchants and manufacturers in the plan of the Federal Highway Council and other organizations to promote the store door delivery system in Baltimore and Washington. A campaign has been undertaken to show the enormous savings possible by increased use of trucks in the distribution of commodities, particularly at this time when the distribution item is an important factor in costs.

Conferences have been held with the Merchants and Manufacturers Association at Baltimore, in which representatives of the railroads, National Industrial Traffic League and highway transportation officials participated. At the last Baltimore conference W. J. L. Banham, general traffic manager of the Otis Elevator Co., presided. The conference decided it would appoint a committee to work out details concerning the operation of store door delivery. Railroad agents have indicated they will cooperate in re-establishing this system, which was abolished in 1913 by the Interstate Commerce Commission, which held that it was discriminatory.

The plan will call for maintenance of several fleets of motorized vehicles for short haul work. The Federal Highway Council has been directing the campaign for two years. The railroads have approved this project because it allows increased use of freight cars through quick unloading at terminals.

S. M. Williams, Chairman of the Federal Highway Council, is quite enthusiastic over the cooperation of the rail carriers, and the interest manifested by merchants and manufacturers in the revival of this plan. In the interview with a Class Journal correspondent, Mr. Williams said:

"The establishment of the store door delivery system in the various cities is, in the judgment of the Transportation Committee of the Federal Highway Council, the first important step toward better transportation. A saving of many millions of dollars will result, because of the great reduction in cost to the shipper; and secondly, relief to the carriers from the necessity of increased terminal facilities and greater efficiency of present equipment by reason of the congestion at terminals, as experienced in the past, and which will be experienced in the future as conditions again become normal.

"In Baltimore the present rate for delivery of l.c.l. by transfer companies is 12½ cents per hundredweight, with a minimum of 15 cents per package. Our committee has been assured this rate may be reduced to 7½ cents, and possibly lower, by proper organization of store door delivery. This will mean to the shippers of Baltimore more than two million dollars. In some cities the saving will be greater."

WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

New Buildings, Etc.

Canton Co., Baltimore, will build a \$25,000 1-story warehouse for storage of nitrate on Fifth Avenue, Canton. This structure will be replaced by a more substantial warehouse.

Delcher Brothers Storage Co., Inc., Jacksonville, has completed a seven-story fireproof warehouse, at 459-465 Riverside Avenue and has removed its general offices to that address from its former location at Forsyth and Clay Streets.

Harlem Storage Warehouse Co., New York City, Walter C. Gilbert, president, has been elected a member of the Merchants' Association of New York.

William H. Strang Storage Warehouses, Brooklyn; capitalization increased from \$20,000 to \$125,000.

Radcliffe Storage Co., Grand Rapids, Mich., has added a Republic truck to its fleet of motor vans.

American Storage & Moving Co., St. Louis, has removed its office from 2315 Olive Street to its fireproof warehouse at 2808 Lawton Avenue.

Pacific Warehouse Co., Inc., New York City, has purchased the interests of the Allied Warehouse Co., Inc., at 554 Broome Street, and expects to acquire a private warehouse on North Moore Street. The Pacific has removed its offices from 4 Carlisle Street to the Broome Street address.

Bridgeport Storage Warehouse Co., Bridgeport, Conn., is planning a 50 by 100 foot addition, five stories high, to its present plant at 10 Whiting Street. The addition will be of hollow tile and reinforced concrete construction, and provision will be made for adding another four stories later.

Johnstown Terminal Warehouse Co., Johnstown, Pa., will add 32,000 square feet of cold storage capacity to its warehouse plant. This will enable the company to take care of approximately 100 carloads of foodstuffs and to provide space for furs, California fruit products and beverages. A modern refrigeration plant will be installed.

Rocky Mountain Wool Warehouse, Denver, is being established and will be licensed under Federal supervision to store wool. A building has been leased from the Denver Tramway Co., and 50,000 square feet of floor space will be available. Charles A. Lotz, of Chicago, will be manager.

Morehouse Trucking, Transfer & Storage Co., Columbus, Ohio, has been placed in the hands of a receiver, Smith M. Comley of the National Fuel Co. The com-

pany has been operating a household goods warehouse at 1340 North High Street. The receiver is trying to sell the business as a going concern.

Metropolitan Storage Warehouse Co., Cambridge, Mass., has issued a hand-somely printed 18-page booklet announcing completion of another large addition to its warehouse plant on Massachusetts Avenue. The booklet describes the warehouse, tells of storage and railroad facilities, insurance, fire protection, elevator, steam heat and lighting systems, gives rates and presents a chart showing growth of space since 1894.

GRISWOLD & WALKER SUFFER LOSS BY FIRE

CHICAGO, May 21—The oil storage warehouse of Griswold & Walker, Inc., was destroyed by a fire which started in a pile of rubbish along the railroad tracks, spread to the loading platform and shot through to the roof, burning for three days. The loss was estimated by Roy C. Griswold, president, at \$100,000. Approximately 8000 barrels of oil were consumed. The structure stood at 1525-33 Newberry Street, about two blocks from the company's new warehouse buildings.

The blaze was a spectacular one. The walls did not fall and the flames shot up through the roof until the roof collapsed. Six firemen saved their lives by sliding down hose from the top of the building to the street shortly before the roof gave way. At various times a number of firemen were overcome or injured.

The warehouse contained 70,000 square feet of floor space. Another structure is being fitted out for oil storage.

N. J., N. Y. & P.—Not a Railroad—An Outing

NEW YORK, May 19—The New Jersey, New York and Pennsylvania Furniture Warehousemen's Associations will hold a joint summer outing at the Marlborough Blenheim Hotel at Atlantic City, N. J., on June 24, 25 and 26.

The New Jersey and New York baseball artists will cross bats on the afternoon of June 25 and the surviving players will attend a banquet which the three organizations will hold that evening.

Reservations for the outing should be made through the New York association's secretary, William T. Bostwick, 143 West 99th Street, New York City. A registration fee of \$5 will be charged, to cover expense of banquet and other incidentals, while hotel bills, railroad fares, etc., will be paid by the members individually.

Incorporations

Echo Warehouse Co., New York City. Capitalization, \$10,000. Incorporators, A. H. Easter, J. J. Boris, C. J. Meade.

Southwestern Warehouse Co., Los Angeles. Capital stock, \$25,000. Directors, B. B. Gregory, C. W. Small and Gregory Chase, all of Los Angeles, and W. H. Davenport and L. D. Walker, South Pasadena.

Boston & Taunton Transportation Co., Boston. Capital, \$20,000. Incorporators, Louis Sagansky and Max Gilman, Boston, and Theodore Kahn, Chelsea, Mass.

New York-Springfield Dispatch, Inc., Springfield, Mass. Capital, \$150,000. Incorporators, Lawrence C. Fay, Longmeadow, Mass., and Robert H. Bradshaw and Narian T. Ounan, Springfield.

Hegeman Transfer & Lighterage Terminal, Inc., Bridgeport, Conn. Capital, \$8,400. W. Raymond Renesch is president and Arthur W. Hegeman is vice-president.

Stockton Commercial Warehouse Co., Stockton, Cal. To engage in cold storage and merchandise warehousing. Capitalization, \$250,000. A warehouse costing \$150,000 will be erected on Lindsay Street. Directors, A. G. Johnston, C. P. Stambrough, W. S. Stiles, James Brumby and W. A. Odor.

J. O'Neill Transfer & Storage Co., Pittsburgh. For household goods. Capital, \$100,000. Incorporators, Otto J. Lothamer, John O'Neill, George J. Hubart and Horace A. Lower.

J. C. Buckles Transfer Co., Cincinnati. Capital, \$50,000. Incorporators, George H. Oberklein, Philip S. Frieder, James J. Foley, George F. Bramsch and Charles A. Shepard.

New Tariffs

Baltimore and Ohio Stores, Inc., 26th Street and 11th Avenue, New York City. Twenty-four pages giving rates of storage and labor effective April 20 (canceling those issued May 20, 1920) at the company's 26th Street Stores and Pier 21 East River Stores.

Williams Shipping Agency, Inc., 24 Stone Street and 59 Pearl Street, New York City. Twenty-two pages giving highway motor transport service tariff and also freight class rates from New York to various cities throughout the United States.

Western Transfer and Stores, Limited, Edmonton, Canada. Two-page circular (No. 5, canceling previous issues) giving cartage tariffs for handling freight to and from the Edmonton freight sheds for wholesale merchants and manufacturers.

Announcing—

Certified Truckmen

Protection for both Shipper and Warehouseman

RESPONSIBILITY and COMPLETE CARGO INSURANCE, the two essentials needed to give shippers confidence in the motor hauling business and place it on a sound operating basis, is now accomplished.

ROBBERY *theft, pilferage, fire, collision, upset, flood, road or bridge collapse, and general lack of responsibility among truckmen are recognized as risks to cargoes shipped by truck. These risks have made shippers reluctant to use the advantages of truck transportation and have retarded the full growth of the industry.*

A clamor for protection has come from shippers throughout the nation. Out of this call has grown the CERTIFIED TRUCKMEN plan — the longest stride taken toward stabilizing the motor hauling industry.

Under our plan now being installed throughout the country The Underwriters Inspection & Adjustment Company makes a searching investigation into the moral and financial integrity and the operating methods of truckmen. The truckmen who are able to qualify under this investigation are placed on our Companies' Certified list and advertised to shippers throughout the country to be responsible, honest and efficient and able to furnish shippers the advantages of speed, convenience and proper equipment combined with complete insurance protection against the hazards of transportation.

The Underwriters Inspection & Adjustment Co. is the first to enter this field, and we earnestly solicit the support of both the shipper and responsible carrier of merchandise shipped by truck.



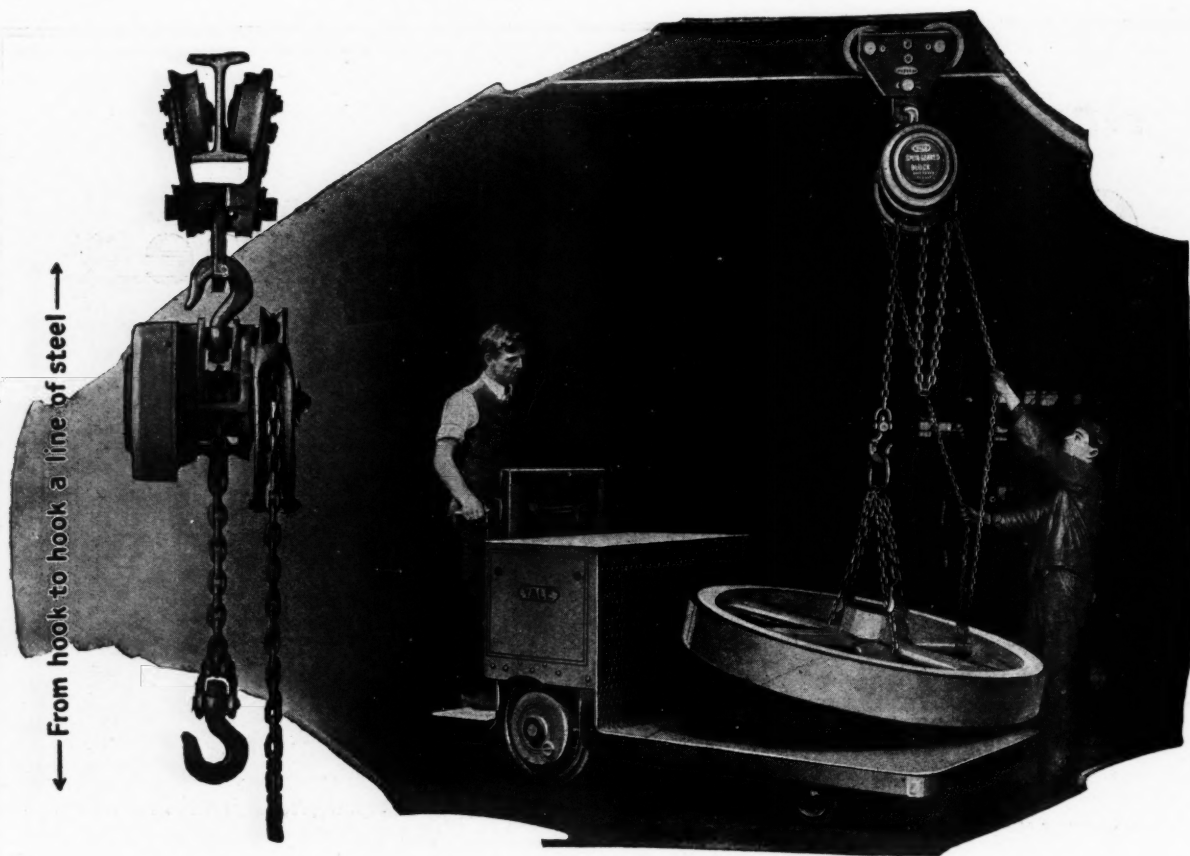
Requests for information as to U. I. & A. service will receive prompt and courteous attention.

Ship by Truck with Safety.

THE UNDERWRITERS INSPECTION & ADJUSTMENT CO.
INCORPORATED

Executive Office, Hippodrome Building,

CLEVELAND, O.



The Yale Way is the economical way

INSTEAD of the gang of five or six men which would ordinarily be required, this job of picking up a 2000 lb. fly-wheel and moving it to another shop takes the time of only one man and a boy when the Yale Way of hoisting and conveying is used.

The boy picks up the heavy wheel with ease by the aid of a Yale Spur-gear Block, the I-beam Trolley System, from which the block is hung, enabling him to swing it into position over the platform of the truck.

The man driving a Yale DF-60

Electric Industrial Truck, carries off the load at a speed of 6 miles an hour to deliver it where the wheel is needed.

You can figure the time and labor saved over old-time methods yourself—and judge what the Yale Way will do for you.

Other units of the Yale Way include Screw-gear and Differential Chain Blocks, Electric Chain or Wire Rope Hoists, Electric Industrial Tractors and Trailers and other models of Electric Industrial Trucks.

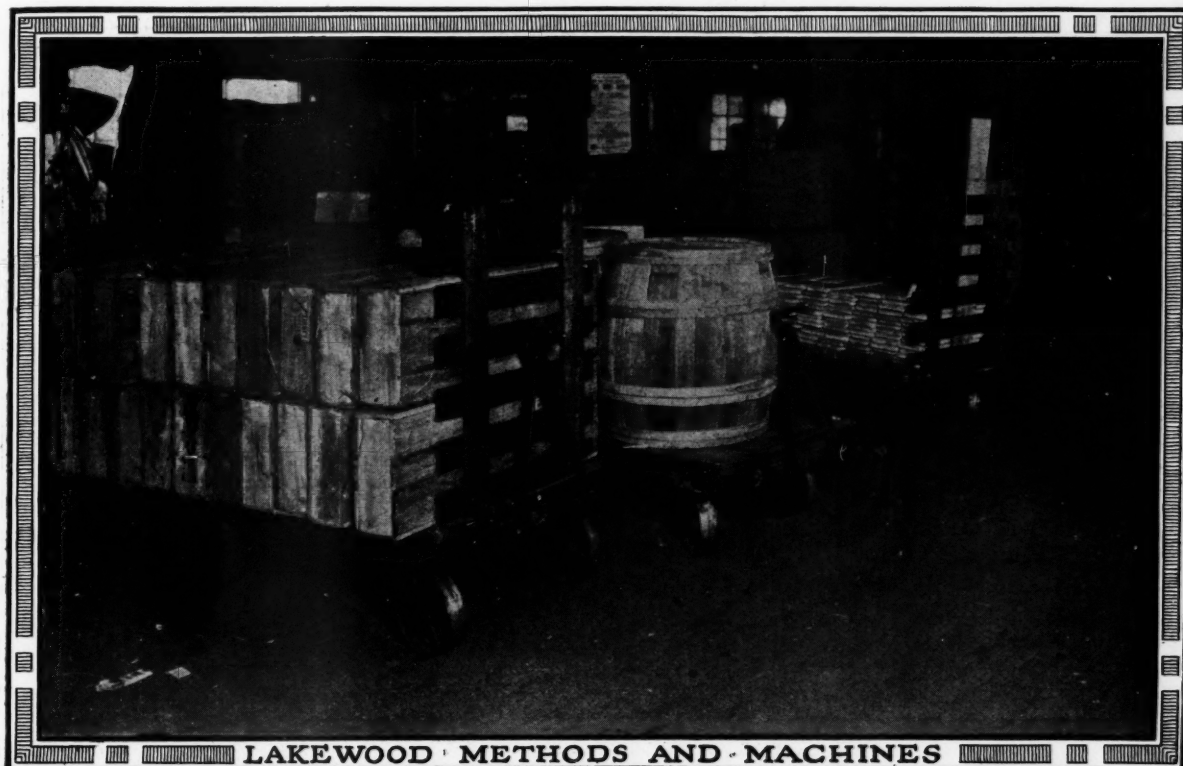
Write for bulletins today.

Yale Made is Yale Marked

The Yale & Towne Mfg. Co.
Stamford, Conn., U. S. A.



Hoisting and Conveying Systems



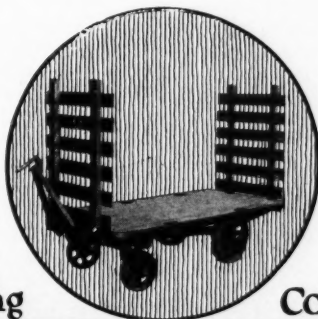
LAKEWOOD METHODS AND MACHINES

Handling Freight Mechanically Cuts Costs

Some indication of possible savings in warehouses may be gained from a study of savings effected in three important terminals.

Handling freight with Lakewood tractors and trailers has made possible a 30c per ton saving at the Chicago Terminal of the C. & E. I. R. R. The Port of Charleston saves 53c per ton. The St. Paul Union Station Company, handling mail and baggage, figures \$20.00 saving per tractor per day.

Wherever manual labor is employed in handling and trucking, similar savings are possible. Let us help you study ways and means to effect such savings.



The Lakewood Engineering

Company, Cleveland U.S.A.

**CHARLES MOORES**

Member of the Western Society of Engineers, The American Association of Engineers, and the Structural Engineers Association. Senior partner in the firm of Moores & Dunford, Warehouse Engineers. Licensed Structural Engineer.

**SAMUEL DUNFORD**

Member of the Western Society of Engineers, American Association of Engineers, Licensed Architect under the laws of Illinois, Member of Illinois Institute of Architects, Junior partner of the firm of Moores & Dunford, Warehouse Engineers.

**This Symbol—
Its Meaning
and
The Men Who Gave It
That Significance**

The Moores & Dunford monogram is the mark of the farthest progress in warehouse designing. To Warehousemen it means increased, stabilized income; bigger, better business.

Moores & Dunford

WAREHOUSE ENGINEERS

THE men at the head of the firm of Moores & Dunford equipped themselves well for their unusual specialty.

Beside the customary training of engineers, they both spent many years erecting buildings to meet the demands of modern commerce.

Charles Moores was construction engineer of the Western Electric Company, then associated with Patterson and Davidson, industrial engineers, building warehouses and factories. In the spring of 1913, when vice-president of the firm, he resigned to join the present partnership.

Samuel Dunford's architectural experience, and sense of fitness have made civic assets of buildings that might easily have been eyesores. Throughout the United States may be seen examples of his skill, pointed out proudly to the visitor by the inhabitant. He, too, was of the firm of Patterson and Davidson, where he gained practical knowledge of industrial architecture.

WHILE working together each found in the other complementary qualities that suggested partnership. The building of warehouses offered an untouched field for specialization. The old story of the right men and the right opportunity was told again.

Then came the war, and the organization, that took four years in the building, went into the service to the last man. Not until the summer of 1919 was the least activity resumed, and only in the spring of 1920 was the firm again functioning.

Through the early difficulties—some of which may be told in time, through the war, and now through the period of reconstruction, Moores & Dunford have held toward a certain goal.

That is the improvement of the modern warehouse. Increased earning power, and more economical operation come first. These are reached by skillful planning that devotes the largest possible part of the available space to revenue-producing purposes.

Consult Moores and Dunford

744 First National Bank Bldg.

Chicago, Ill.

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

About Blue Paper Stars and Warehouse Advertising

HOW traffic managers of the country's largest manufacturing distributors, regular readers of DISTRIBUTION & WAREHOUSING, make use of the Shippers' Index which appears in each issue on the pages following, is illustrated in the case of an eastern manufacturer of shoe polish which reaches millions of American households after being routed through public warehouses.

On the wall of his office this manufacturer's traffic manager has a large map of the United States and Canada. When his sales office notifies him that a carload of polish has been assembled for consignment to a certain territory, the traffic manager pins a blue paper star on a town which is central in the territory to be reached.

The next move of the traffic manager is to consult the Shippers' Index pages of DISTRIBUTION & WAREHOUSING, and from the warehouse companies which advertise therein he makes a selection, and to the designated company the waiting carload goes forward.

It sometimes happens that this traffic manager pins his blue paper star on a town to which he wishes to make a shipment, but when he turns to the Shippers' Index he finds no warehouse in that town advertising its service facilities. When this happens, Mr. Traffic Manager consigns his carload in care of a customer and the warehouseman in that town has lost the business because he is not represented regularly in the Shippers' Index.

This traffic manager is one of many.

The warehouseman who advertises his ability to serve is deserving of the shipper's first consideration.

CONVENTION CALENDAR

June 13-16	.....National Team & Motor Truck Owner's Association.....	Aboard S.S. Noronic
" 14	.....Canadian Storage & Transfermen's Association.....	Calgary
" 16-17	.....Shippers' Warehousing & Distributing Association.....	Pittsburgh
" 23-25	.....National Association of Commercial Haulers.....	Milwaukee
" 24-26	.....Joint Outing of New Jersey, New York and Pennsylvania Furniture Warehousemen's Associations.....	Atlantic City
July 1-2	.....Central Warehousemen's Club.....	Chicago
" 8-12	.....National Furniture Warehousemen's Association.....	Lake of Bays, Ont.
August	.....Texas Warehouse & Transfermen's Association.....	Fort Worth
December 6	.....American Chain of Warehouses.....	(To be decided)
" 7-9	.....American Warehousemen's Association.....	" " "
January, 1922	.....New Jersey Furniture Warehousemen's Association.....	" " "
" " " " " "	.....New York Furniture Warehousemen's Association.....	New York City
(Date not fixed)	.....Missouri Warehousemen's Association.....	St. Louis

BIRMINGHAM, ALA.

Established 1895

Charlie's Transfer Co., Inc.

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

BIRMINGHAM, ALA.

"The World Moves—So Does Goodman"

**GOODMAN TRANSFER
AND
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor SpaceDistributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases For Household Goods.

BIRMINGHAM, ALA.**BIRMINGHAM, ALA.****HARRIS TRANSFER
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

MOBILE, ALA.**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer
Pool Cars**"Service"**Forwarding
StorageHousehold Goods
Mobile, Ala.**NOGALES, ARIZONA****The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

FORT SMITH, ARK.**O. K. Transfer and Storage Co.**MOVING
SHIPPING
STORINGPool-Car
Distributing
a SpecialtyFort Smith,
Ark.**LITTLE ROCK, ARK.**WAREHOUSING
AND FORWARDINGDistributors of Pool Cars, Parcel Post Catalogs and
Merchandise**TERMINAL
WAREHOUSE COMPANY**

812-822 East Second Street

All track connection

TEXARKANA, ARK.**HUNTER TRANSFER CO.**

TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

BERKELEY, CAL.**STUDENTS
TRANSFER & STORAGE CO.**MOVING
STORING
FORWARDING

2132 SHATTUCK AVENUE

**EL CENTRO, CAL.
IMPERIAL VALLEY****PIONEER TRUCK and TRANSFER CO.**

Warehouse: S. E. Cor. 3rd & State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

FRESNO, CAL.FIRE-PROOF
LOW INSURANCE**STATE CENTER WARE-
HOUSE & COLD
STORAGE COMPANY**General Merchandise storing and
distributing.
Packing, Crating and Shipping of
Household Goods.

FRESNO, CAL.**Valley Van & Storage Co., Inc.**

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

LONG BEACH, CAL.**CITY
TRANSFER
and
STORAGE
CO.**

Long Beach, Cal.

HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks
Equipped to handle anything in warehousing or transfer

LOS ANGELES, CAL.**ON MOVING DAY**

Everything goes along smoothly and without delay when BEKINS handles the moving of your furniture.

B—E—K—I—N—S

Fireproof Storage

San Francisco
13th and Mission

Oakland
22nd and San Pablo

Los Angeles
1341 Figueroa St.

The Men Who Distribute

Pacific Coast Cones

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

LOS ANGELES, CAL.**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.**Fidelity Fireproof Storage**

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all
business intrusted to us.

We have a seven-story reinforced concrete
warehouse.

We consolidate and solicit distribution of
consolidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.**FELLOW WAREHOUSEMEN**

YOU SHOULD select your correspondent
warehouse with the same care you do your
bank.

We solicit your carload and L. C. L. ship-
ments of **HOUSEHOLD GOODS** and
AUTOMOBILES.

Los Angeles Warehouse Co.

W. E. BROCK, Managing Director F. M. BROCK, Secretary

ESTABLISHED, 1906—INVESTMENT, \$650,000.00

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

**PRUDENTIAL
STORAGE and MOVING CO.**

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
Spreckels Building
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

LOS ANGELES, CAL.

Shattuck & Nimmo

WAREHOUSE CO.

Storage and Distribution

Of All Non-Perishable Commodities

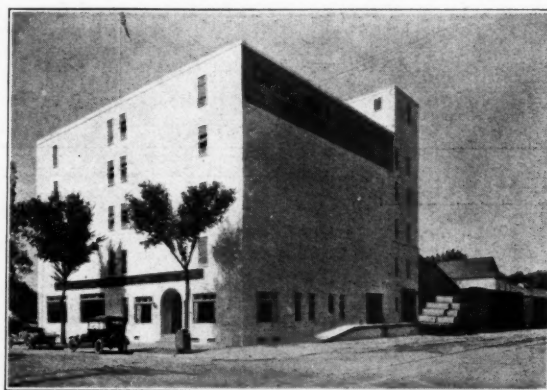
All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n.
Local Rotary Club and Chamber of Commerce

SACRAMENTO, CAL.



General Merchandise, Furniture and Household Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.
Motor Equipment

Pool Car Distributing and Forwarding

Capital Van and Storage Co.

Sacramento, California

Write for Our Freight Tariff

LOS ANGELES, CAL.

Lowest Insurance
Safety
Prompt Reports



Moderate Rates
Satisfactory Service
Car Load Distribution

We operate six merchandise warehouses in Los Angeles and one at the Port of Los Angeles; we are also constructing another "Class A" building to be completed Aug. 1st next, similar and adjacent to our No. 1 building shown in above cut. This will give us about 500,000 sq. ft. in the Wholesale Terminal, where practically all the wholesale business of the city is handled.

We attribute our phenomenal growth to our slogan, "GUARANTEED SERVICE," which we insist upon being strictly adhered to in all our undertakings.

HOW CAN WE SERVE YOU?

UNION TERMINAL WAREHOUSE COMPANY

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SAN FRANCISCO, CAL.

HASLETT WAREHOUSE CO., THE

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

Some Haslett Helps For You

We will store or forward your merchandise.
 We offer also U. S. Customs and Tea Bonded Storage.
 Yard storage provided. Public Weighers.
 Warehouse receipts issued—collections made.
 Pool car distributing and reforwarding a specialty.
 Drier, cleaner and fumigator for beans, corn and other grains.
 Light hauling, city deliveries and general truck service.
 Handy location to retail districts and to freight stations.
 Low insurance rates.
 Every form of time-saving equipment.
 Any special service a client desires will be given personal and immediate attention.
 Coffee hulling, conditioning and hand picking.
 Track connections with all lines.

S. M. Haslett, President P. E. Haslett, Secretary

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SAN FRANCISCO, CAL.

Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

The Men Who Distribute

McDougall Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

SACRAMENTO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SAN DIEGO, CAL

If it were possible for you to visit San Diego, California, for a few days, you would realize instantly why your consignments should be made to Pioneer. You would quickly learn our reputation for courtesy, promptness, efficiency and integrity.



**PIONEER WAREHOUSE
 COMPANY**
 SAN DIEGO. CALIFORNIA

SAN DIEGO, CAL.

WE SOLICIT YOUR
 SHIPMENTS AND POOL CAR
 DISTRIBUTION

PRUDENTIAL
 STORAGE AND MOVING CO.

LOS ANGELES
 OFFICE
 941 W. 16th ST.

SAN DIEGO
 OFFICE
 Spreckels Building
 962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

DENVER, COL.

When You Need SERVICE in Denver and vicinity

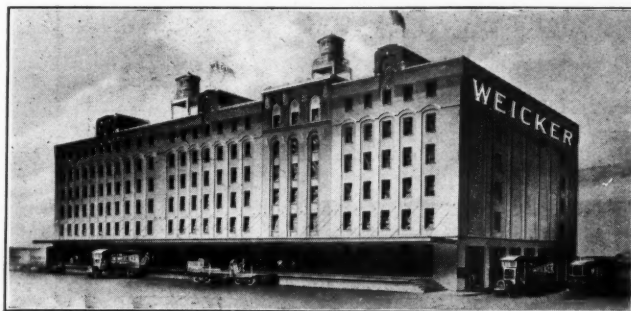
we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute
General Merchandise,
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

DENVER, COL.

THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

WATERBURY, CONN.

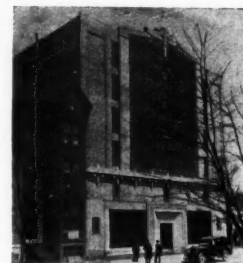
The Ralph N. Blakeslee Co. TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes
Storage Warehouse for Merchandise
Separate Apartments for Furniture

WASHINGTON, D. C.

SMITH TRANSFER & STORAGE CO.

OFFICE:
1313 YOU ST., N. W.
MODERN FIREPROOF BUILDING
MOVING
SHIPPING
STORING



MEMBERS N. F. W. A.

LET US HANDLE YOUR WASHINGTON
BUSINESS. WE WILL PLEASE YOU

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor
Local and Long Distance
FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA
Only Fireproof Storage Warehouse in Hartford

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

The Men Who Distribute

Ginter Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



MEMBERS:
N. Y. Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
Southern Furniture Warehousemen's Association

PROMPT REMITTANCES
Efficient and Courteous Service
MOTOR TRUCKS
and
PADDED VANS
Modern Fireproof Warehouse

PENSACOLA, FLA.

Hallmark Transfer Co.

GENERAL STORAGE

Pool Cars a Specialty. Moving, Packing, Shipping
and Storing Household Goods

132-134 East Chase Street, Pensacola, Fla.

ATLANTA, GA.

CATHCART

VAN & STORAGE COMPANY

Moves, Stores, Packs, Ships
Household Goods Exclusively
THREE WAREHOUSES

Office, 6-8 MADISON AVE.

JACKSONVILLE, FLA.

Delcher Bros. Storage Company, Inc.

459-61-63-65 Riverside Avenue
FIREPROOF WAREHOUSE

We Move, Pack, Store and Ship Household Goods
Consign Your Pool Cars to Us
Motor Equipment

ATLANTA, GA.

MORROW

Transfer & Storage Company

HOUSEHOLD GOODS and COMMERCIAL STORAGE

Distributors—R.R. Trackage—Carloads a Specialty
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

JACKSONVILLE, FLA.

UNION TERMINAL
WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE
AND FORWARDING

Special attention to handling of pool cars.

ATLANTA, GA.

SOUTHERN

SALES & WAREHOUSE CO.

FIRE PROOF CONCRETE WAREHOUSE
MERCHANDISE DISTRIBUTORS
R. R. TRACKAGE, MOTOR SERVICE

Located in heart of wholesale district.
173 Humphries St.

SAVANNAH, GA.

Savannah Bonded
Warehouse and Transfer Co.

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and
Steamship Docks

Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President

312-314-316 Williamson Street Savannah, Ga.
P. O. Box 985

JACKSONVILLE, FLA.

Wiesenfeld Warehouse Company

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

MIAMI, FLA.

The John E. Withers Transfer &
Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse.
Facilities for distribution of pool cars. Moving, packing, ship-
ping and storing Household Goods.

Private Trackage

Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

BOISE, IDAHO

PEASLEY

TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcine Streets

AURORA, ILL.

Thompson Transfer & Storage Co.

"We Deliver the Goods"

Consignments of household goods handled in a way to bring you credit.
Drayage, storage, forwarding and distribution. The only building in Aurora
designed for purely storage purposes.

Phones: Chicago 2866 and 291

12 N. RIVER ST., AURORA, ILL.

Members: N. F. W. A. and I. F. W. A.

DANVILLE, ILL.

It Is Profitable to Break Bulk for Illinois & Indiana in Danville

Danville is the east and west rate-breaking point of several large railroads. Carloads into Danville can be broken into L.C.I. shipments at considerable saving in shipping costs.

We will reship your goods as carefully and expeditiously as if you were directing the work yourself.

Likewise you may take advantage of the excellent facilities we have for safeguarding spot stocks for quick delivery in Illinois and Indiana.

Danville Transfer & Storage Co.

Danville

Illinois

CHICAGO, ILL.

Central Storage and Forwarding Company

Robey Street and Pershing Road
(On the Great Chicago Junction R.R.)

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

New Modern Buildings

Experienced Operatives

Contents' Insurance Rate, 7½ Cents

Negotiable Receipts

Sixty Car Switch

A UNIVERSAL FREIGHT STATION

on the entire first floor of our premises guarantees the quickest and best service on outgoing shipments.

L. C. L. DISTRIBUTION
WITHOUT CARTAGE

SPACE TO RENT

CHICAGO, ILL.

BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

The Men Who Distribute

Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.

Before you decide on your
Chicago Warehousing connections,
investigate the facilities and service
of the —

Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

CHICAGO, ILL.

THE PRESENT COMPETITION

Creates the Necessity of Carrying a Substantial Stock at an Accessible Point
From Which a Package or Carload Shipment can be made on a WIRE ORDER

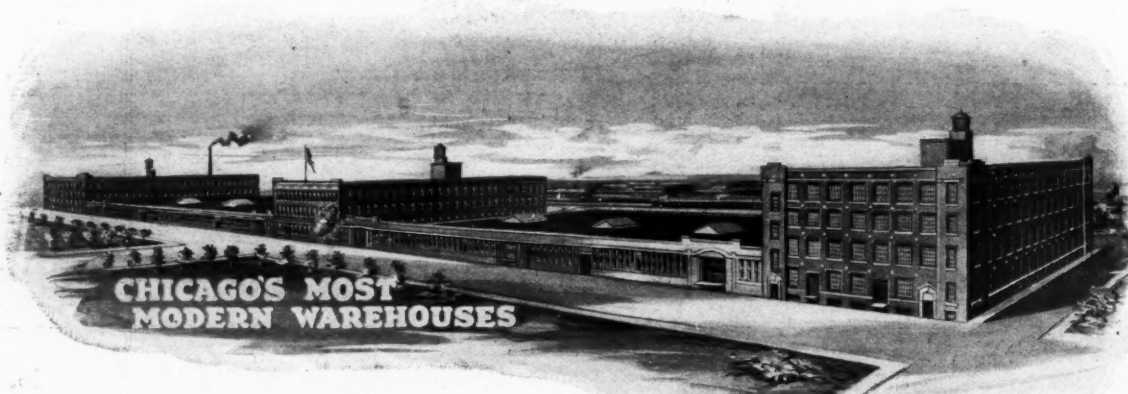
We Store and Reship Merchandise of Every Description for

DOMESTIC and FOREIGN TRADE

Make our 1000 Carload Capacity Warehouses Your Base of Supply, and Receive PROMPT and ACCURATE SERVICE
All Buildings Modern with INSURANCE RATES as low as 15c.

42 Car Switch and Adjacent to the GREAT BELT RY. OF CHICAGO CLEAR-
ING INTERCHANGE FREIGHT YARDS. Equipment Always Available.

Less than Carload Shipments made to all Trunk Lines, without expense of Cartage. Negotiable Receipts issued. Floor space to rent with
or without Labor.



CHICAGO'S MOST
MODERN WAREHOUSES

CROOKS TERMINAL WAREHOUSES,

5835 W. 65th St., Chicago, Ill.
In the Progressive Clearing Industrial District

CHICAGO, ILL.

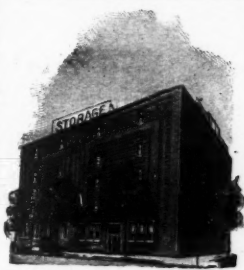
EMPIRE STORAGE COMPANY

Fireproof
Warehouses
(Established 1891)

A Distinctive Organization

Our correspondents' interests are carefully safeguarded. Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.



Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.

**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehouseman's Assn.
Illinois

CHICAGO, ILL.



MERCHANDISE WAREHOUSING

Pool Car Distribution

Griswold & Walker, Inc.

1501 So. Peoria St., Chicago, Ill.

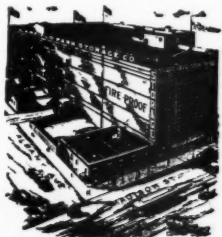
CHICAGO, ILL.

Center of Great West Side

OUR SPECIALTY

Prompt Remittances on Collections

Fire-
proof



Non-
Fireproof

MOVING PACKING SHIPPING

Master Service at Your Service

Consign all carload shipments for West Side care Baltimore & Ohio, Chicago Terminal Transfer Railway at Taylor Street and Kedzie Avenue.

**GARFIELD PARK
STORAGE
COMPANY**

3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE
WAREHOUSEMEN'S ASSOCIATIONS.

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

**Storage
Warehouses**



All collections on shipments made to us promptly remitted.

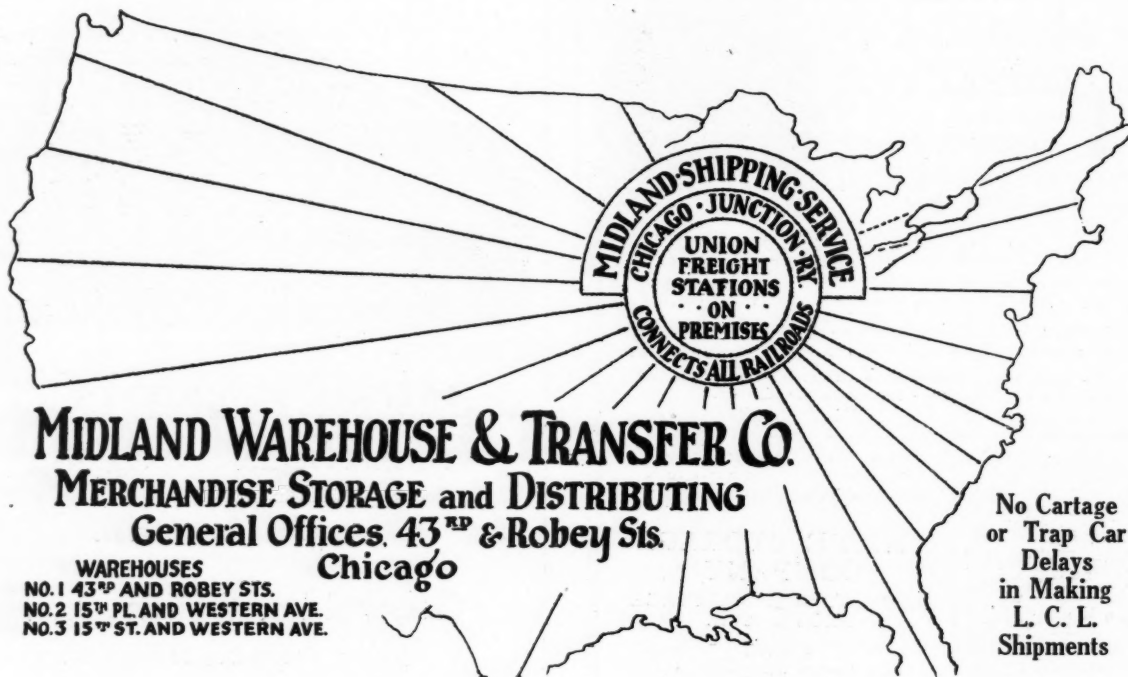
Member of
National Furniture
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
General Offices. 43rd & Robey Sts.
Chicago

WAREHOUSES
 NO. 1 43rd AND ROBEY STS.
 NO. 2 15th PL. AND WESTERN AVE.
 NO. 3 15th ST. AND WESTERN AVE.

No Cartage
 or Trap Car
 Delays
 in Making
 L. C. L.
 Shipments

CHICAGO, ILL.

Storage—Packing and Shipping—Motor Van Service

North Shore Fireproof Storage Co.4820-4822 Broadway—4821-4829 Broadway
1330-1332 Morse Ave. (Rogers Park)

CHICAGO

Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.

Very Low
Insurance RatesCM&STP Ry. Track
Inside Buildings**The Ontario Warehouse Co.**

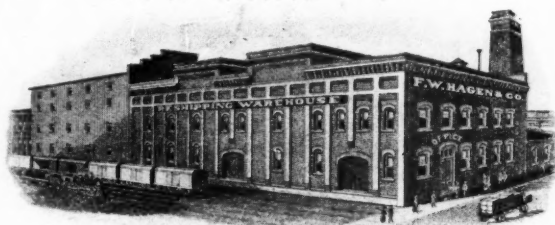
Ontario & Kingsbury Streets,

**FROSTPROOF
MERCHANDISE STORAGE**We specialize in the handling of Foodstuffs—our
location being very convenient for distribution to
wholesale grocers and jobbers.

The Men Who Distribute

Cook's LinoleumRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CHICAGO, ILL.

**RESHIPPING WAREHOUSES**

Branch	Grand Crossing	Branch
Harvey, Ill.	L. C. L. without cartage	So. Chicago, Ill.
Phone 46	Daily Trap Cars	Phone 367
	H. P. 3109—Midway 4940	

LUMBER AND YARD STORAGE OFFICES
DERRICKS, SPACE, TRackage
AUTOMOBILES, TRUCKS, TRACTORS
STEEL AND HEAVY PRODUCTS

Merchandise of All KindsNo congestion. Modern facilities. All within the Chicago
Switching District. Milling in Transit Privileges. Write or
wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.**P. A. HALLBERG, Manager**

CHICAGO, ILL.

Railway Terminal & Warehouse Company
 444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

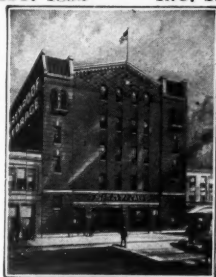
CHICAGO, ILL.

Fireproof Storage

Moving, Packing, Shipping, Storage of Household Goods and Merchandise.

Prompt, Efficient Service.
 We Use Packard Vans.

WAREHOUSE:
6542-46 N. Clark St.
CITY OFFICE:
 1854 N. Halsted St., Chicago, Ill.



MOLINE, ILLINOIS

Fireproof Storage

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., and Davenport, Iowa

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
 1205-1209 Fourth Ave. Moline, Illinois

PEORIA, ILL.

AMERICAN WAREHOUSE & FORWARDING CO.

Merchandise Distribution and Storage
 H. H. GILDERMASTER, Manager

PEORIA, ILL.

J. ter VEEN
 Manager

RALPH D. BAYNARD
 Traffic Manager

MERCHANTS WAREHOUSE COMPANY

General Merchandise Storage and Forwarding.

CHICAGO, ILL.

Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

W. G. Morgan, Manager 519 W. Roosevelt Road

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

CHICAGO, ILL.

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office
 and
 Warehouse:

28th St. & 11th Ave.
 Erie R. R. Tracks
 Tel. Chelsea 7845-7846

Chicago Office:
 and
 Warehouse:

Clark & 14th Sts.
 Erie R. R. Tracks
 Tel. Victory 2360-2429

ADVERTISING
 Doesn't Jerk — it
 Pulls — a Steady Pull
 Every ad Goes to Confirm
 the one Before it—to
 Strengthen the One That
 is to Follow and There's
 No Waste of Effort or
 Money. The Stayer Wins
 Every time.

CHICAGO, ILL.

WAKEM & McLAUGHLIN

(INCORPORATED)

CHICAGO

We Store and Distribute Merchandise Only

CHICAGO, ILL.

Member American Warehousemen's
Association, Illinois Association
of Warehousemen

ROBERT L. SPENCER
Warehouse Superintendent
Pennsylvania System

WESTERN WAREHOUSING CO.

General Merchandise Warehouses

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO

WHERE WE ARE:

At the edge of "The Loop," Chicago's downtown business center.

WHAT WE HAVE:

500,000 square feet of floor space.
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c. per \$100 per annum.

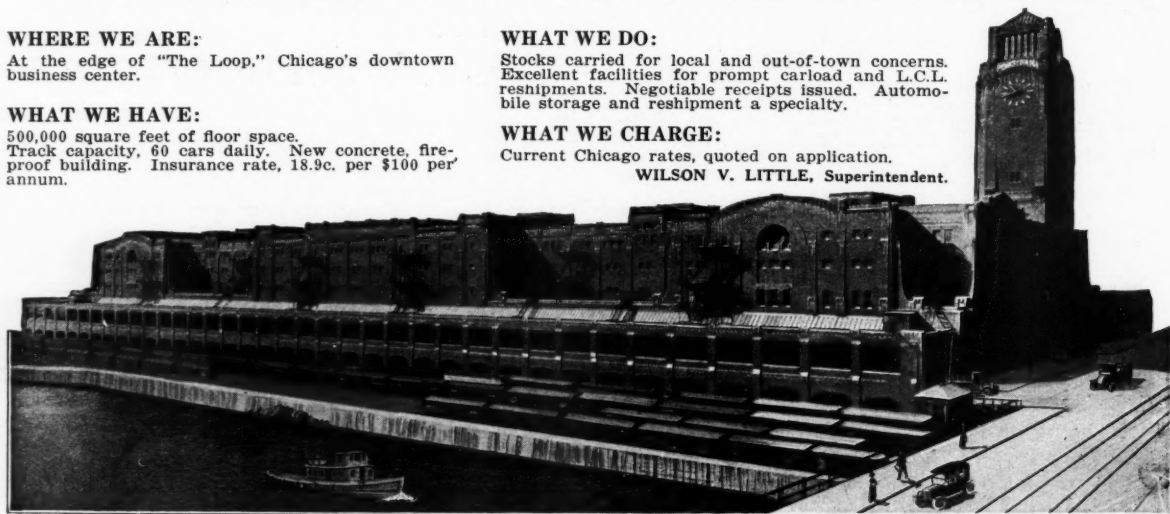
WHAT WE DO:

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

WHAT WE CHARGE:

Current Chicago rates, quoted on application.

WILSON V. LITTLE, Superintendent.



FORT WAYNE, IND.

BROWN TRUCKING COMPANYMOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

FORT WAYNE, IND.

We'll Be Ready Early This Year

Just as soon as conditions permit, ground will be broken and building operations begun on the large modern warehouse. It will be the third of our buildings devoted to storage, warehousing and distribution of commodities.

Progress on the building and announcement of the opening will be made in this medium later.

FORT WAYNE STORAGE COMPANY
Fort Wayne Indiana

FORT WAYNE, IND.

*Private Siding With All Railroads***Pettit's Storage Warehouse**

FIRE PROOF BUILDING

ROOMS FOR HOUSEHOLD FURNITURE

General Merchandise Warehousing and Transferring
Factory Distributors

The Men Who Distribute

Mellin's Food

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

We Have the Very Best of Equipment for Handling
Heavy Machinery, Boilers, Engines, Tanks,
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

HOGAN TRANSFER & STORAGE CO.

Member
N. F. W. A. and I. F. W. A.

Established
1892

INDIANAPOLIS, IND.



16 Years of Efficient
Service

Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Merchandise Storage
and
Pool Car Distribution

Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.

INDIANAPOLIS, IND.



It's a Short Haul from Here to Anywhere in Indiana

**SHIP
THROUGH
TRIPP**

Member American Chain of
Warehouses.

You can cover the whole state from the Tripp Warehouses with the smallest average shipping expense. Add that good reason to the other good reasons found in our service and security. Do you see why you should "Ship through Tripp?"

TRIPP WAREHOUSE CO.
INDIANAPOLIS, INDIANA

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal
INDIANAPOLIS INDIANA

SOUTH BEND, IND.

WARNER WAREHOUSE COMPANY**Merchandise****Distribution and Warehousing**

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:

American Warehousemen's Assn., Central Warehousemen's Club, American Chain of Warehouses.

SOUTH BEND, IND.

BELL PHONE 774

HOME PHONE 1693

Woodworth's Storage and Transfer Line**FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

Represented by

J. P. WOODWORTH

South Bend, Ind.

KOKOMO, INDIANA

Tudor Warehouse Co.**SERVICE**

Kokomo — 513 N. Buckeye St. — Indiana

MERCHANDISE DISTRIBUTION**AND****HOUSEHOLD GOODS STORAGE**

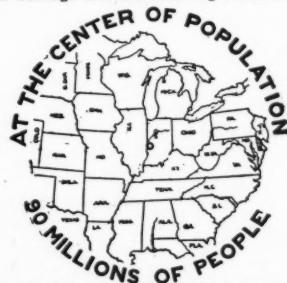
Member National Furniture Warehousemen's Ass'n

TERRE HAUTE, IND.

Store in Terre Haute

We solicit your storage and distributing business, being located

In The
Heart of
Indiana's
Jobbing
Field



Penn. R. R.
Big Four
C. & E. I.
L. & N.
AND
C.T.H. & S.E.
CONNECTIONS

Terre Haute Warehouse & Storage Co., Terre Haute

BURLINGTON, IOWA

LOW FREIGHT RATES

To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Carloads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

Mercer Transfer and Storage Company
Burlington, Iowa

WATERLOO, IOWA

Phone 346

Iowa Warehouse Company

General Warehouse and Transfer Business

FURNITURE STORAGE AND FORWARDING
AUTOMOBILE STORAGE AND DISTRIBUTING

BRANCH HOUSE SERVICE

Waterloo, Iowa

We are located on C. R. I. & P.—
C. G. W.—Ill. Cent. and W. C. F.
& N. Rys.

180,000 Square Feet Floor Space



DAVENPORT, IOWA

Right
in
theCenter
of
Things

Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, Member American Chain of Warehouses a guarantee of service, satisfaction and lowest prices being a link of the Warehouse Chain—only strictly fireproof Warehouse in this vicinity and on trackage.

Ewert & Richter Express and Storage Co.
Davenport, Iowa

DAVENPORT, IOWA

Merchants Transfer & Storage Co.

118 Harrison St., Davenport, Iowa.

Seven Warehouses—Fireproof and Non-Fireproof

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The Men Who Distribute

Bowser Tanks

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SERVICE FIRST

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Warehouse 25,000 square feet floor space. Free switching privileges.
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IN THE MIDDLE WEST



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308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
Only absolutely FIREPROOF STORAGE WAREHOUSES
in our city

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Where Concentrates the Golden Flood
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Offices 105 S. Hancock St.

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Moved, Packed, Stored, Forwarded

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EXCEPTIONAL personal service to all storage customers has been the keynote of our rapid growth in this section, "The Gateway to the South."

Unlimited storage facilities, private railroad sidings, center of Jobbing district, Automatic Sprinkler System, low insurance rates, makes ours an ideal storage Warehouse.

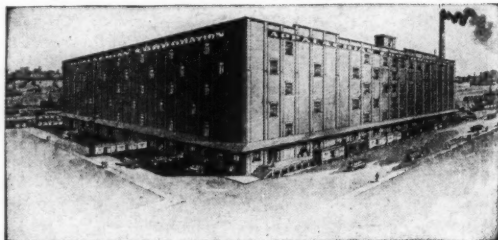
We make a specialty of Pool car distribution and reforwarding, handle all local shipments efficiently, store and distribute your merchandise quickly and economically, specializing on staple Food Products.

"Carry Your Spot Stocks Here" for Customers in this vicinity. Your patronage or inquiry is solicited.

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**SPACE—STORAGE—DISTRIBUTION
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To the WORLD'S COMMERCE

Through the

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STORAGE We own the Largest Modern Public and Government Bonded Warehouse in the South. Contains 7,500,000 cubic feet, equal to more than 14 acres of surface storage facilities, caring for 3,000 carloads of material at one time. Our sidings have a capacity of 24 cars. Direct connection with all railroad and steamship lines entering New Orleans.

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**FOR SERVICE ADDRESS APPALACHIAN CORPORATION
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Our Negotiable Receipts are Current in all financial centers. When desired we assist. We also arrange Marine Insurance and Advances on Carload Shipments.

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Merchandise and Furniture Storage Distributors and Forwarders.

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*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*

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"DISTRIBUTING AGENTS"

Consign Your Pool-Cars Direct to Us. We Handle Everything

"EXPERT SERVICE"**"LOW FIRE INSURANCE"**

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800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

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Special Attention
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Distribution & Warehousing

is the meeting place of those who need and are looking for warehouse facilities and those who can supply them.

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Our Own Rug Cleansing Plant.**

30,000 ft. available space for merchandise storage.

**We can handle your Boston Business
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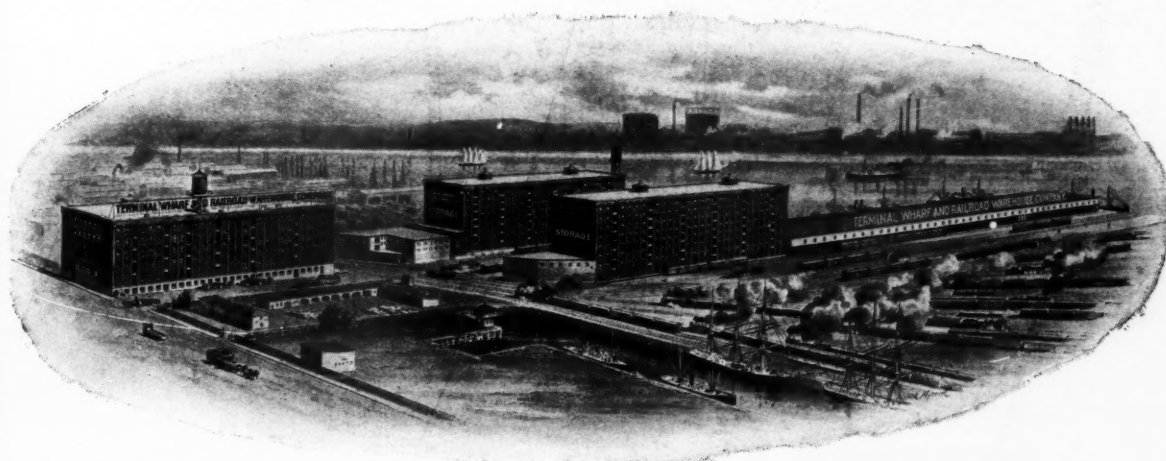
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Reinforced Concrete Construction
Absolutely Fireproof
Private Rooms For
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We operate a large, modern pier and storage shed on 25-ft. channel.

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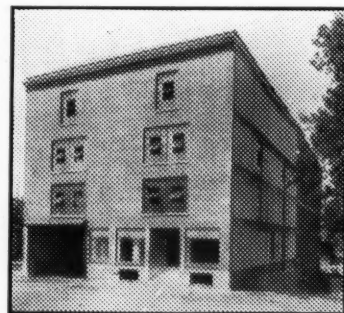
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Storage of Household Goods and Merchandise.
Car Load Lots and less than Car Load Lots.

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GENERAL TRANSFER LINE
MOTOR TRUCK SERVICE

Est. 1880

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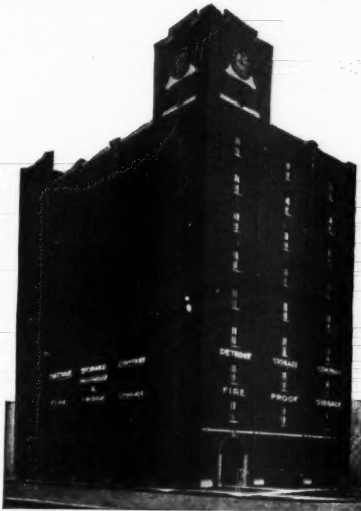
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READING CORPORATION*Largest Hauling Contractors
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50 Car Track Space on M. C. R. R. and Grand Trunk
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Fireproof and Non-Fireproof
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24 Motor Trucks in
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**LARGEST COMMERCIAL
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Located within four blocks of all principal freight depots.

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"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.

Orders received before noon shipped same day.

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Free Switching

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100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

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High Grade Service Guaranteed.

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Free switching on all R.R.'s entering Grand Rapids.

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600,000 Cubic Ft. Cold Storage Space.

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Liberal advances.

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KALAMAZOO, MICH.

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HOUSEHOLD GOODS STORAGE

ABSOLUTELY FIREPROOF

STORAGE—PACKING—SHIPPING

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Motor Van Service for Inter-city Work

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SPRINKLER SYSTEM

Private Sidings M. C. R. R.

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Jackson Storage & Trucking Co.

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Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

General Distribution and Storage of Merchandise

Railroad Sidings on all Roads Entering Jackson

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STORAGE AND TRANSFER
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POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

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Prompt Service—Private Rooms—Popular Rates.

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DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE

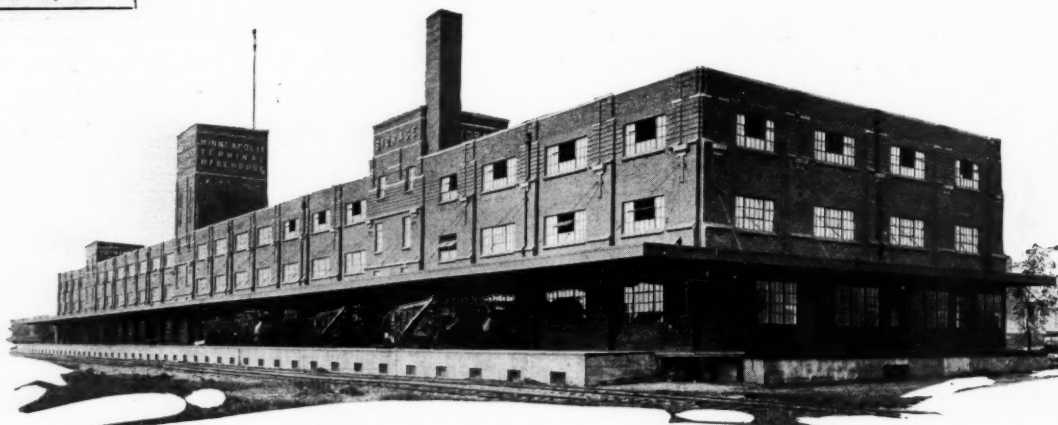
Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South

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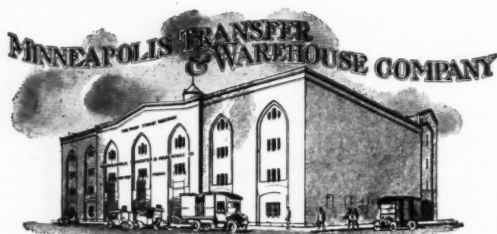
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Merely Write
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"Send such-and-such to So-and-So." That's all he has to do. The designated merchandise is on the way to the customer without delay. The wisdom of turning over all details of reshipment to experts has been proved time and again by the uniformity of good results we get. Relieve yourself of the bother, worry and delays of reaching the Northwest from your factory. Reship through our warehouse.

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 Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance Rate in Minneapolis.
MOVING—PACKING—SHIPPING
 POOL CAR DISTRIBUTORS
 Complete Fleet of Auto and Horse Vans.

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Skellet Company

MINNEAPOLIS

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We issue our own insurance, authoriz. by State Insurance Commission

Bonded to the State of Minnesota for \$50,000

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Published by
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1921 Edition

Listing in convenient form for ready reference the warehouses in the United States. Giving information regarding facilities and railroad connections and other data invaluable to all those who use warehouses as consignees or for distribution.

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Serving a Large City

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CENSUS OF TWIN
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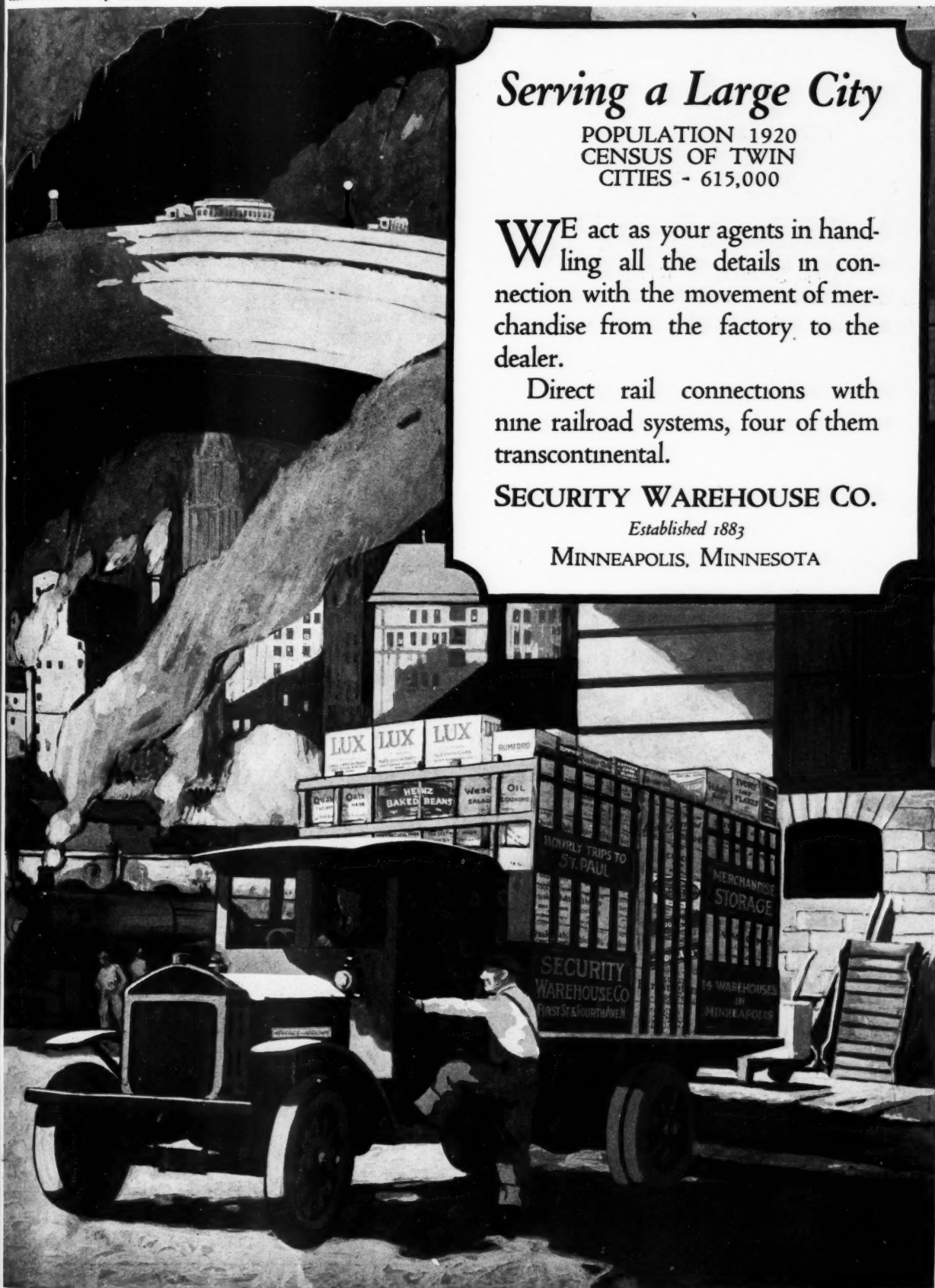
WE act as your agents in handling all the details in connection with the movement of merchandise from the factory to the dealer.

Direct rail connections with nine railroad systems, four of them transcontinental.

SECURITY WAREHOUSE CO.

Established 1883

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Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

ST. PAUL, MINN.

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Terminal Warehouse Co.

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Fireproof buildings of newest construction, equipped and organized to give warehouse service. Served by all railroads entering the Twin Cities. Merchandise exclusively.

**DISTRIBUTION—STORAGE—
SPACE RENTALS**

Automatic insurance placed on receipt of your goods, if desired.

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—let us help you give it to them.

We are located at the junction of nine railroads, midway between the Twin Cities—insuring complete accessibility to and from every point.

L. C. L. shipping without carting.
Motor Trucks for local deliveries.

Forty acres of ground. Six miles of trackage operated by our electric locomotives.

**Merchandise, Bonded and Cold
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The
**CENTRAL
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Handle your shipment, large or
Small, with prompt and careful
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Consign to GROVES, and you'll
Find him a bear on reciprocity
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Specializing on household goods
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Warehouse. Make out that Bill of
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MOVES
you right**

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St. Paul Warehouse Minneapolis Warehouse, 8 to 22 Hennepin Ave.
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Private sidings and free switch connections with all roads

Our own motor trucks operating in and between both cities.

The Men Who Distribute

Premier Brand Groceries

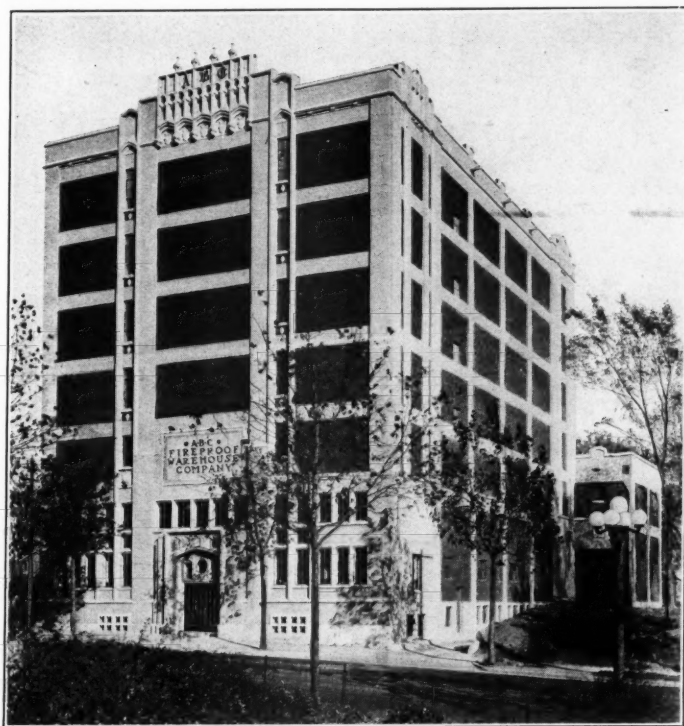
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute

Pillsbury Flour

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

KANSAS CITY, MO.



OUR NEW WAREHOUSE

Your Kansas City Shipments

consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer.

*Send Carloads to
Track 5510 Kansas City Terminal*

A-B-C Fireproof Warehouse Company

— 4 Fireproof Warehouses 4 —

KANSAS CITY, MO.

Is-Real Motor Transfer Company

551 Walnut Street

LARGEST AND BEST MOTOR

Equipped Transfer Company, West of Chicago
Handling Car Distribution, General Pick-up
Winch & Trailer equipment for handling machinery.

KANSAS CITY, MO.

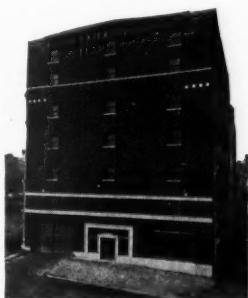
Fireproof Warehouse
Convenient to All
Freight Depots

Send your consign-
ments in our care

Members of I. F. W. A.

L. Leritz & Son

2616-18-20 Warwick



Ins. Rate 22c

KANSAS CITY, MO.

HOMER L. FARR, Mgr.

The Liberty Warehouse

1225-7 UNION AVENUE

Located in the heart of the wholesale district, with side tracks
on Union Pacific. Specialists in the handling of distribution
accounts. Motor Service.

KANSAS CITY, MO.

KANSAS CITY, MO.

In order to please your customers bill their goods to us
and shipment will be handled in our usual intelligent, prompt
and careful manner.

Collections Made and Returned Promptly

*38 Years in
Business*

*Oldest Firm in
City*

Member: National Furniture Warehousemen's Association

PERKY BROS.

Warehouse, 2431-33 Prospect

Branch Office, 217 E. 10th Street

AUTO VAN SERVICE

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find
ideas and suggestions in any one issue
which will make or save him a hun-
dred times that amount is either ready
for the millennium or is not looking
for opportunities.

Do you know
that Kansas City ranks
third in the manufacture
and distribution of soap?



Kansas

City, MO.



SOUTHWEST WAREHOUSE CORPORATION

General Merchandise
Storage

CENTRAL STORAGE COMPANY

Formerly—
CLAGETT STORAGE & TRANSFER CO
NEWBY TRANSFER & STORAGE CO

General Merchandise
Storage

BROKER'S OFFICE and WAREHOUSE COMPANY

General Merchandise
Storage

EMPIRE STORAGE and ICE COMPANY

Cold Storage
and Merchandise

ADAMS TRANSFER and STORAGE COMPANY

General Merchandise
Storage and Cartage

L. T. CRUTCHER WAREHOUSE COMPANY

General Merchandise
and Implement Storage

D.A. MORR TRANSFER and STORAGE COMPANY

General Merchandise
and Household Goods

ST. LOUIS, MO.



A Complete Service—

for the handling of incoming shipments of household furniture.

—a fire-proof storage building in the center of the city.

—a fleet of motor vans.

—a corps of trained furniture handlers.

Incoming shipments consigned to the American mean satisfaction.

Members
 American Warehousemen's Association
 Central Warehousemen's Association
 National Furniture Warehousemen's Association

AMERICAN
STORAGE & MOVING CO.
 2808-10 LAWTON AVENUE
 SAINT LOUIS

ST. LOUIS MO.

A Terminal-Transfer Company with an Ability to Serve

ST. LOUIS
 Most Central
 Distribution
 Point in
 United States

Nine Freight Depots; One Mile of Platforms
 More than 250,000 Square Feet of Storage
 and Warehouse Space
 225 Teams and 75 Motor Trucks

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Terminals Company (La Salle Street Station) you get the benefit of
Daily Package Car Service
 from St. Louis to the West, Southwest and Southeast.

Leased Motor Truck
Service — By Hour, Day or Contract —

COLUMBIA
TERMINALS CO.

America's Largest
Terminal-Transfer
Organization

\$2,000,000 Capital

ST. LOUIS, MO.

BEN A. LANGAN
FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Truck Service is Unexcelled

LINCOLN, NEBR.



WHEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution
Household Goods Storage, Moving and Shipping**STAR VAN & STORAGE COMPANY**

LINCOLN

NEBRASKA

SPRINGFIELD, MO.

The Natural Distributing Point
for the rich
Ozark Mountain Territory

**SPRINGFIELD WAREHOUSE
& TRANSFER CO.**

Capital \$100,000

Storage and Distribution of Merchandise and
Implements
Four Warehouses Low Insurance Rates
Consignment of Pool Cars Solicited
Modern Facilities for Moving, Packing and Shipping
Furniture and Household Goods

OMAHA, NEBR.

FIDELITY
STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { National Furniture Warehousemen's Association
Central Warehousemen's Club

BILLINGS, MONTANA

Billings Warehouse & Trading Co.

Incorporated

204-216 North 21st Street

Branch House Service for
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

LINCOLN, NEBR.

Globe Delivery Co.Merchandise and Furniture Storage
Distributors and Forwarders

5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

OMAHA, NEBR.

Gordon Fireproof Warehouse & Van Co.

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

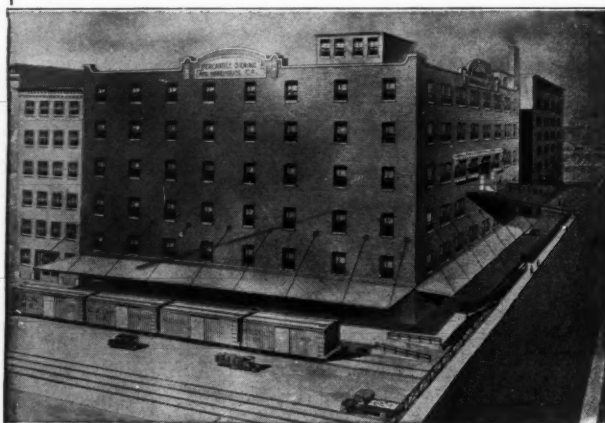
Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

Accommodations for brokers, jobbers, automobile manufacturers and dealers.

Household Goods Packed, Stored and Forwarded**MOVING — TRANSFER — FORWARDING**

MEMBER { New York Furniture Warehousemen's Association.
Illinois Furniture Warehousemen's Association.
Central Warehousemen's Club.
Pacific Coast Furniture Warehousemen's Association.

OMAHA, NEBR.



NEW FIRE PROOF BUILDING

1,500,000 Cubic Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

Mercantile Storage & Warehouse Company

Omaha, Nebraska.

We Specialize in Merchandise Distribution

OMAHA, NEBRASKA

"ADEQUATE FACILITIES WHEREVER GOODS GO"

We have every facility for handling whatever goods may be offered us

OMAHA FIREPROOF STORAGE CO.

16th and Leavenworth Sts.

Omaha, Nebraska

MANCHESTER, N. H.

I. BONNIN & SON STORAGE WAREHOUSE AND GENERAL TRUCKING

325 ELM STREET

ATLANTIC CITY, N. J.

ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Cardina Avenue

Inter-City Auto Service

Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

OMAHA, NEBR.

THE "CITY OF OPPORTUNITY"

Represented by the

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC. 80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

NEWARK, N. J.

ESTABLISHED 1860

SHIP TO NEWARK'S LEADING
FURNITURE and MERCHANDISE WAREHOUSE

KNICKERBOCKER STORAGE WAREHOUSE COMPANY

JOHN MULLIGAN
PRES.

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**MOVING, PACKING, DISTRIBUTING,
SHIPPING, MOTOR EQUIPMENT**

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NEWARK, N. J.

Lehigh Warehouse and Transportation Co.

INCORPORATED

118 Frelinghuysen Avenue Newark, N. J.

Warehouses on Lehigh Valley R.R. Switching arrangements to and from Penn. R.R. on carload shipments.

Storage of General Merchandise; Pool Car Distribution; West-bound Consolidated Cars; Export Shipments

Newark a logical and more economical point for the distribution of general merchandise in the Metropolitan District. Members of the Chamber of Commerce, Rotary Club and Traffic Club of Newark.

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NEWARK, N. J.

Phone 4370-1 Mulberry

Established 1882

Mooney's Storage Warehouse

34-35-37 Van Buren St. 556-555 Market St.

NEWARK, NEW JERSEY

We Store and Distribute Merchandise Only

ALBANY, N. Y.

SECURITY**STORAGE & WAREHOUSE CO., INC.**

Jas. G. Perkins, Custom House Broker

1 DEAN STREET

Storage, Transferring and Forwarding

Direct Track Facilities

Pool Car Distribution

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MOLLEN TRANSFER & STORAGE CO.

—P. O. Box 872—

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WE SPECIALIZE IN

Merchandise Distribution—Pool Cars—also all classes Transfer Work.

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Member Chamber of Commerce

JOHN B. SOUTHEE

STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS

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Furniture and Warehouse Storage, Reinforced Concrete

Buildings, on D., L. & W. R. R.

Inquiries solicited for storage and distribution.

Member New Jersey Association

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Petry Express & Storage Co.

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.

Members—A. W. A.—N. F. W. A.

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Jefferson Safety Storage Warehouse Company
Jefferson and Ewing StreetsGeneral merchandise storage and distribution.
Pennsylvania Siding.Motor Express covers Trenton and all points
within radius of 20 miles.

An efficient organization catering to manufacturers who want real service.

May we serve you?

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**BINGHAMTON
N. Y.**As an Ideal Distribution Center
AlsoAs an Ideal Stop-Off for Grain
and Grain Products, Export or
DomesticWe Specialize on Large Con-
signments, General Merchandise
Storage, Warehousing and
Distributing

CORRESPONDENCE SOLICITED

**WESTERN NEW YORK
STORAGE WAREHOUSE**

The Men Who Distribute

Mohawk Condensed MilkRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BRONXVILLE, N. Y.

Gramatan Warehouse

New, Modern and Up-to-Date Furniture Warehouse

ABSOLUTELY FIREPROOFWhen sending shipments to Bronxville, ship to the
GRAMATAN WAREHOUSE**Packing—Moving—Storage**

R. R. Siding on N. Y. Central Railroad.

F. B. VALENTINE
ManagerN.Y.F.W.A.
N.F.W.A.**TELEPHONES:**
DAY—Bronxville 1456
NIGHT—Hillcrest 5328-M
V.O.A.

BROOKLYN, N. Y.

Established 1890

When Shipping Your Household GoodsTo or From Brooklyn
Have It Done Right—And Right Means By**HARRAGAN***"That's Me"***Storing—Packing—Moving—Shipping**

244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern District Terminal, Brooklyn

POOL CARS DISTRIBUTED

BROOKLYN, N. Y.

*Lighterage
Limits**Free and Bonded
Warehouses***BOWNE-MORTON'S
STORES, Inc.**

GOWANUS BAY

BROOKLYN, N. Y.

Office:
611 Smith Street**Warehousemen
and
Forwarders**

BROOKLYN, N. Y.

Cable Address, *Jenkinlis*
Western UnionLong Distance Phones
3100-3101-3102 Bedford**ABSOLUTELY FIREPROOF
Long Island Storage Warehouses**

Nostrand and Gates Avenues

BRANCH WAREHOUSES

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To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

**CHAMBERS EXPRESS
WAREHOUSE**Let Us Be Your Greater New York Distributors.
We Do Anything a Truck Does.

928 Coney Island Avenue

BROOKLYN, N. Y.

BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's
Montauk Storage Company**

187-199 So. PORTLAND AVE.

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Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.
Both your customers and yourself will receive
prompt, careful and courteous attention.**Storage, Moving, Packing and
Shipping of Household Goods.**

N. Y. F. W. A.

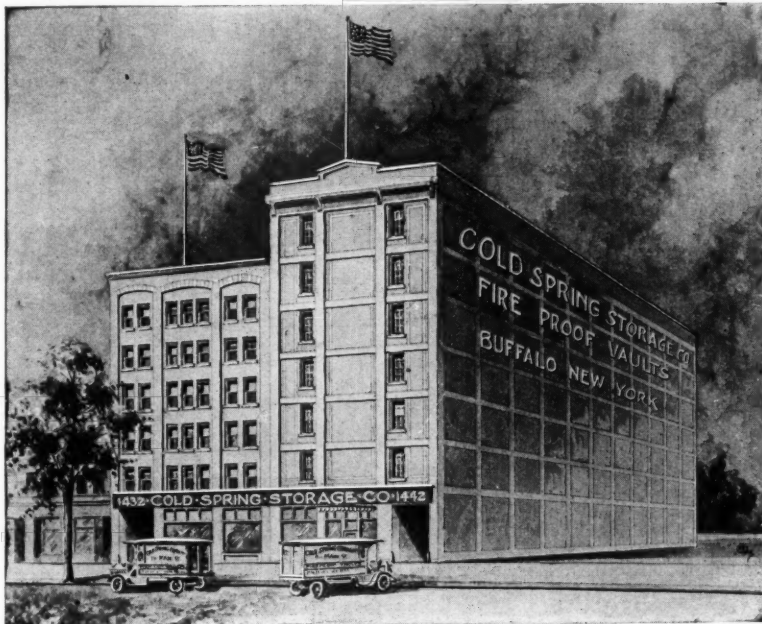
I. F. W. A.

S. F. W. A.

The Men Who Distribute
**Kellogg's Toasted Corn
Flakes**
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

BUFFALO, N. Y.

We offer the MOST complete SERVICE Buffalo and vicinity



EXPERTS in storage, moving, packing and shipping household goods of every description.

Members of Buffalo Chamber of Commerce, National Furniture Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

Cold Spring Storage Company, Inc.

J. W. Powell, President and General Manager
J. W. Powell, Jr., Secretary and Manager

After

25 Years' Efficient Service

We have recently completed a

SEVEN STORY

"UP TO DATE"

FIRE PROOF WAREHOUSE

The best in existence to-day; the last say in storage warehousing up-to-the-minute.

NOW

With our trained corps of experienced and expert workmen, our five warehouses, our large fleet of auto moving van trucks, and unequalled facilities

WE ARE AT YOUR SERVICE

and solicit your Buffalo shipments.

BUFFALO, N. Y.

BUFFALO STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND FORWARDING

Warehouse on New York Central Tracks

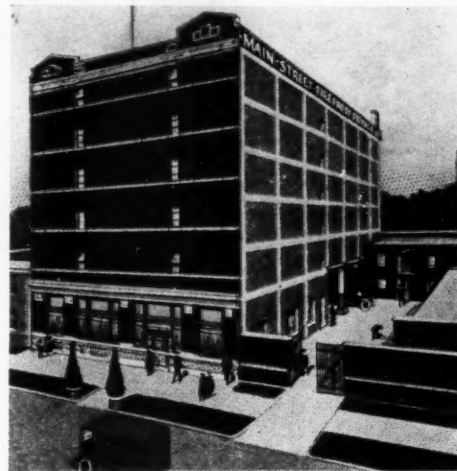
BUFFALO, N. Y.

ABSOLUTELY FIREPROOF

—STORAGE—

—MOVING—

—PACKING—



NEW especially built warehouse for household goods. Tile Partition Rooms with Steel Doors. It is the only All Fireproof Warehouse in Buffalo for Household Goods. Investment \$200,000. Large and Small Auto Trucks for Moving Anywhere. 65,000 Sq. Ft. Fireproof Storage Space. Consign Buffalo Shipments to Us. Immediate Returns on Receipt of Bill of Lading. Prompt—Careful—Honest—Service.

FRED. F. DYE

Pres.-Treas.

Main St. FIREPROOF WAREHOUSE Co., Inc.
1661-1669 Main Street Buffalo, N. Y.

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Everything in the Line of Moving, Carting, Packing, Storage

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73-93 Front Ave.

Household Goods stored, packed and shipped by experienced men.

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BUFFALO, N. Y.

Monarch Storage & Warehouse Co., Inc.

"SERVICE"

In distribution of goods for National Merchandisers.
286-308 Elm St., Buffalo, N. Y.

ELMIRA, N. Y.

WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and
Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.
Low insurance.

Reference: Second National Bank,
Chemung Canal Trust Co.
and many mercantile houses.

JOSEPH BIMBERG SONS

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ELMIRA, N. Y.

We Offer the Most Complete Service in Elmira and Vicinity

Service Our Middle Name

BEST DISTRIBUTING POINT
in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet
floor space, can accommodate 150 cars
of merchandise.

Free switching privileges, D., L. & W.,
Erie, Penna. and L. V. Railroads.
Switch enters building; can load and
unload under cover.

General Merchandise and Storage. For-
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Competent help in office and warehouse.

We can be used as a branch house at no
extra expense.

We do our own trucking.

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STORAGE AND SALES COMPANY

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Blackham Storage & Trucking Co. INC.

We do a general storage, moving, carting and
packing business covering Flushing and
Long Island. Try our service, you'll like it.

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MT. VERNON, N. Y.

MAKE YOUR MT. VERNON, N. Y., SHIP- MENTS IN CARE CHAS. L. CARBREY

Member, N. Y. Furniture W'h. Ass'n.
Nat'l. Furniture W'h. Ass'n.

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Main Office
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Franklin 0406

Adriatic Warehouse Corp.

Storage for General Merchandise

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"Every Room is an Actual Vault"

Atlas Fireproof Storage Warehouse Co.

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping
A terminal of every railroad in immediate
vicinity. Bill "Harlem Terminal." Auto-
mobiles taken in dead storage.

Consign your shipment to us for proper
attention.

NYFWA

VOA

NEW YORK, N. Y.

Baltimore & Ohio Stores, Inc.

S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.
SERVICE, PROMPT AND EFFICIENT.

B. & O. R.R. TRACKS RUN INTO WAREHOUSES.
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY
PLANNED FOR HANDLING FOODSTUFFS.
REASONABLE STORAGE RATES.

Also Baltimore & Ohio (Pier 21, East River) Stores,
foot of Dover Street, for Flour, Feed and Cereal Products.

The Men Who Distribute

Jiffy Desserts

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Chester Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NEW YORK, N. Y.

THE BRONX REFRIGERATING COMPANY**520-536 Westchester Ave.****New York City**

With 2,000,000 cubic feet of general cold storage space, we offer the most economical service for handling of all kinds of merchandise and food products.

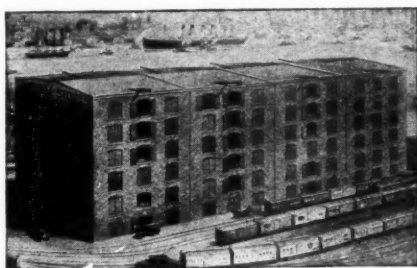
Location, fire-proof construction, low insurance, a 12-car switch and trucking service, all combine to make a money-saving proposition for storers of goods destined for retail or wholesale distribution.

We are in the center of the world's largest consuming population. We are now patronized by a number of the largest distributors in the country. Why not by you?

NEW YORK, N. Y.

CAMPBELL STORES

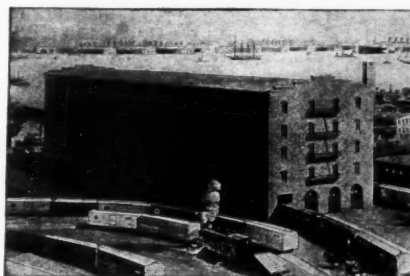
ESTABLISHED FORTY YEARS

WAREHOUSEMEN AND TRUCKMEN**Hoboken, New Jersey, on the Hudson River**

SIXTH STREET WAREHOUSES

TEN MINUTES
FROM
CHELSEA PIERS
NEW YORK

STORAGE
IN TRANSIT



FOURTEENTH STREET WAREHOUSE

"OUR INTEGRITY IS YOUR SECURITY"

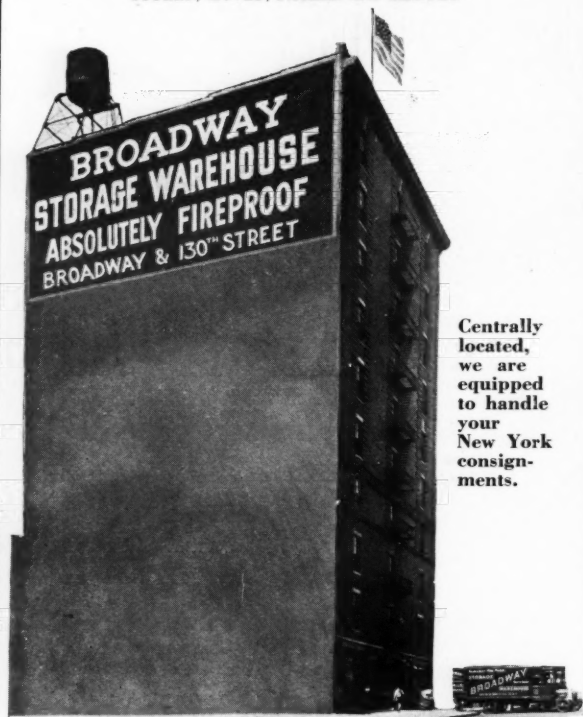
American Warehousemen's Association
American Chain of Warehouses

MEMBERS OF
Port of New York Warehousemen's Bureau of In-
formation, etc.

NEW YORK, N. Y.

HOUSEHOLD GOODS

STORED, MOVED, PACKED AND SHIPPED



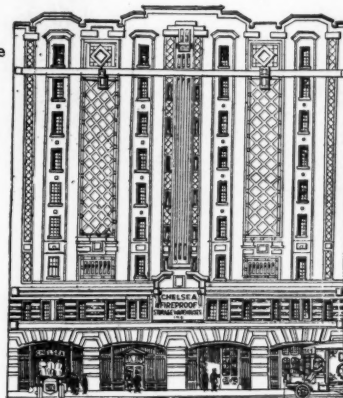
Centrally located, we are equipped to handle your New York consignments.

NEW YORK, N. Y.

Chelsea Fireproof Storage Warehouses, Inc.**COMPLETE SERVICE TO SHIPPERS**

Storage, Moving, Packing, Shipping, Express and General Trucking

Ship to the Chelsea



Equipped for prompt service.

Our Harlem Warehouse

Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office
426-434 West 26th St.Harlem Branch
112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
The Merchants' Association of New York

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Let Us Handle Your New York Shipments

We have every facility for handling your New York Territory shipments in a reliable, intelligent and up-to-date manner.

Take our location, for instance—in the heart of the world's busiest city with access to all the principal railroad terminals and steamship piers.

And our wide experience shipping, distributing and warehousing makes it possible for us to solve your every shipping problem.

Safety and protection are assured in our reinforced concrete warehouses.

**WE ALSO HANDLE THE GRINDING OF
SHELLAC—SODA—GUMS**

(Output capacity per day—8 to 10 tons)

STORAGE—of general merchandise—Tea Bonded Warehouse.
CARTAGE—A large fleet of motor trucks always at your service.
SAMPLING—We employ experienced samplers on all kinds of merchandise.

East Coast Warehouse Co., Inc.

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN
President

C. R. DUNCAN
Secretary-Treasurer

W. J. CARNAHAN
Manager

NEW YORK, N. Y.

**Consult Our Traffic Dept.
For Export and Distribution
Exporters Warehouse Co.**

General Offices

53 Jay Street, New York City

Eight centrally located stores on Manhattan Island.
Free—Tea Bonded and General Bonded.

NEW YORK, N. Y.

Julius Kindermann & Sons

Three large fireproof storage warehouses adjacent
to Washington Heights and all counties
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

NEW YORK, N. Y.



MORGAN & BROTHER

Storage Warehouses
and Motor Vans

G. E. TACKER, Manager

MOVING

STORAGE

PACKING

Our reputation for handling collections on con-
signments is your guarantee in selecting us
as your correspondent in New York City

*Furniture and Works of Art Boxed
and Shipped to All Parts of the World*

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Members:

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New York Furniture Warehousemen's Association
Van Owners' Association of Greater New York
Merchants' Association of New York

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**GHIANDELL & CASALE
TRUCKING AND WAREHOUSING**

(Bonded License No. 1309)

Main Office:
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Phone Chelsea 2960

Branch Office:
No. 407 W. 13th Street
Phone Chelsea 4656

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**HARLEM STORAGE
WAREHOUSE CO. INC.**

211 East 100th St., New York City
Telephone LENOX 850-9508.

Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.

NEW YORK, N. Y.

Established 1905

**Highbridge Van Co., Inc.
STORAGE WAREHOUSE**

Consign your New York shipments to us for proper attention.
1865 Amsterdam Ave. 165 West 165th St.

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and
Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

Independent Warehouses

Incorporated

415-427 Greenwich Street, New York

Fourteen storage warehouses, *bonded*
and *free*, in the Metropolitan District of
New York, with more than 1,000,000
square feet of floor space—situated near
the more important railway and steam-
ship terminals.

Special Services—Automatic Insurance; Insured Ware-
house Receipts; Inspection, Appraisal, Sale and Liqui-
dation of merchandise.

The Men Who Distribute

Jersey Cereals

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

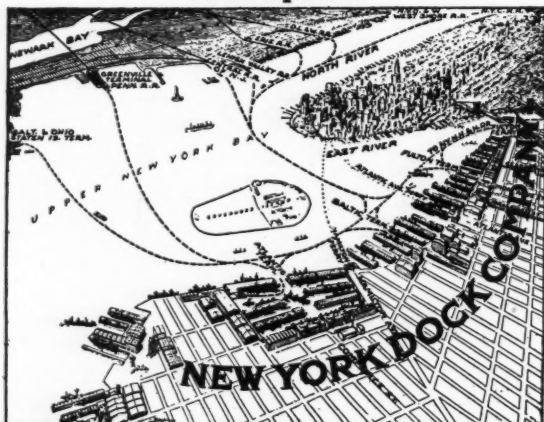
The Men Who Distribute

United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NEW YORK, N. Y.

Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere



Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS
3 RAILROAD TERMINALS

Buildings for lease with lightering and railroad facilities

NEW YORK DOCK COMPANY

44 Whitehall Street, New York

Calendar showing map of New York Harbor sent on request

NEW YORK, N. Y.

H. W. ST. JOHN & CO.

37 Pearl St., New York

STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods

Largest Distributors of Proprietary Medicines in New York City

Domestic and Foreign Re-shipments

EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

NEW YORK, N. Y.

IF YOU

Want Pool Car Distribution Service

Want a Distributing Warehouse

Want a Delivery Service in Greater New York

Consult Our Western Manager

DANIEL P. BOEHM, JR.

236 North Clark St., Chicago, Ill.

SHEPHARD WAREHOUSES

159 Hudson St., New York

NEW YORK, N. Y.

Phone Spring 8732-8733

North River Warehouses, Inc.

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution
Centrally Located To All RR Terminals

NEW YORK, N. Y.

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto

Packing—Shipping—Crating

Members of N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

PROGRESSIVE WAREHOUSES INC

Free and Bonded Storage

We can handle your distribution. Direct delivery service throughout New York and vicinity.

LOWEST INSURANCE RATES IN NEW YORK

407-411 Greenwich St. 533-537 West 48th St.
166-172 Perry St. 15-17 Hubert St.

NEW YORK, N. Y.

To insure quick delivery and lowest handling expense consign all New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal; Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office	Chicago Office
and	and
Warehouse:	Warehouse:
28th St. & 11th Ave.	Clark & 14th Sts.
Erie R. R. Tracks	Erie R. R. Tracks
Tel. Chelsea 7845-7846	Tel. Victory 2360-2429

The Men Who Distribute

Indian Packing Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute

Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

NEW YORK, N. Y.

WARWICK-THOMSON CO.**Transfer****Forwarding Agents and Warehousemen****Main Office: 600 West 34th St., New York City**

Railroad Freight. Out-of-town Shippers of Car Loads to New York, consigned to one or more firms, can ship in care of WARWICK-THOMSON CO. and PROMPT DELIVERY and SATISFACTORY SERVICE will be guaranteed. We will re-ship your goods for suburban delivery by the BEST and CHEAPEST LINES.

BEST FACILITIES OF ANY FORWARDING AGENT IN NEW YORK CITY.

WAREHOUSES. Charges reasonable and Insurance Rates Low. Merchandise can be stored with us and delivered or shipped as per order, giving out-of-town firms same advantages for quick delivery as if they had warehouses in New York City.

Correspondence solicited.

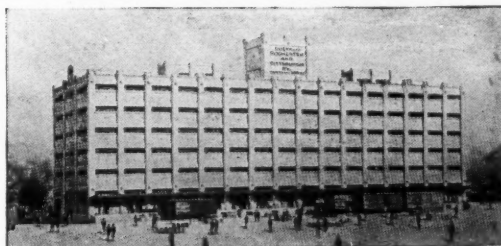
NEW YORK, N. Y.

Willoufred
WAREHOUSES
Inc.

General Merchandise Storage

665-73 11th Ave. and 601-03 W. 48th St.
New York City

ROCHESTER, N. Y.

**General Merchandise Storage****DISTRIBUTION AND FORWARDING**

Insurance Rate 12c.

*Service That Brings Results.***B. R. & P. Warehouse, Inc.**

E. D. Davis, President
Rochester, N. Y.

NIAGARA FALLS, N. Y.

WILLIAM YOUNG

TRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY
"Unexcelled SERVICE"

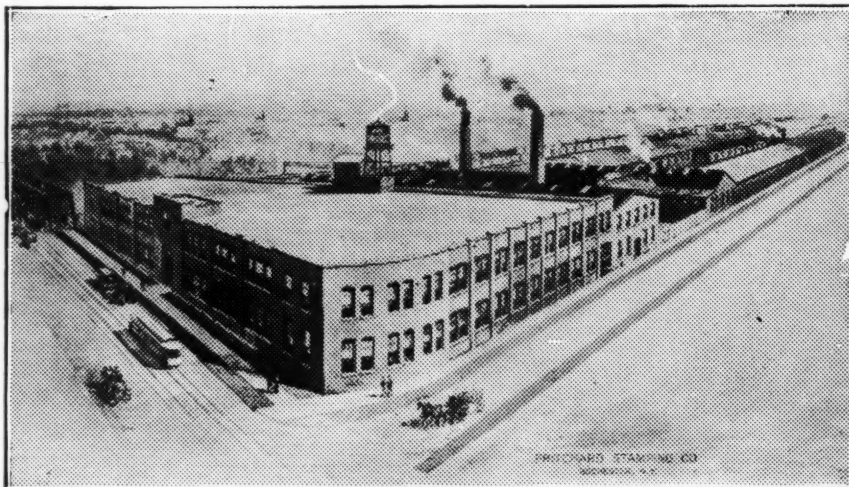
The Men Who Distribute

Eclipse Lawn Mowers

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ROCHESTER, N. Y.

ROCHESTER'S LARGEST WAREHOUSE



Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

**Storage for
General
Merchandise
and Household
Goods**

750 CARLOAD CAPACITY

Connections with All Railroads Entering City

Direct Switch Running Into Buildings

Local and Long Distance Hauling and Distribution

"Same Day Service"

Buildings Fully Equipped with Sprinkler System

PRITCHARD STORAGE & WAREHOUSE COMPANY

East Main Street & N. Y. C. R. R.

Rochester, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

Blanchard Storage Co., Inc.

Storage
Moving

HOUSEHOLD GOODS

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Packing
Shipping

Members New York and Illinois Furniture Warehousemen's Association

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER CARTING CO.

Members New York Warehousemen's Association
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods

Two Large Storage Warehouses

162-164 ANDREWS STREET

The Men Who Distribute

Winchester Arms and Ammunition

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

SCHENECTADY, N. Y.

Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

NEIL F. RYAN

We Move Anything Anywhere

Storage Warehouse:
228-234 Broadway

Fleet of Fourteen Trucks and
Vans. Local and Long Distance Hauling.

SCHENECTADY, N. Y.

SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

SCHENECTADY STORAGE & TRUCKING COMPANY

SYRACUSE, N. Y.

The
Central City Storage & Transfer Co., Inc.

WILL FURNISH YOU

Satisfactory **Storage Distribution** Service

AT

SYRACUSE, N. Y.
PLUM & WILKINSON STS.

SYRACUSE, N. Y.

Flagg Storage Warehouse**TWO FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE
and HOUSEHOLD GOODS

We are in position to render quick and efficient service.

Centrally located to all jobbers and freight houses.

Correspondence Solicited.

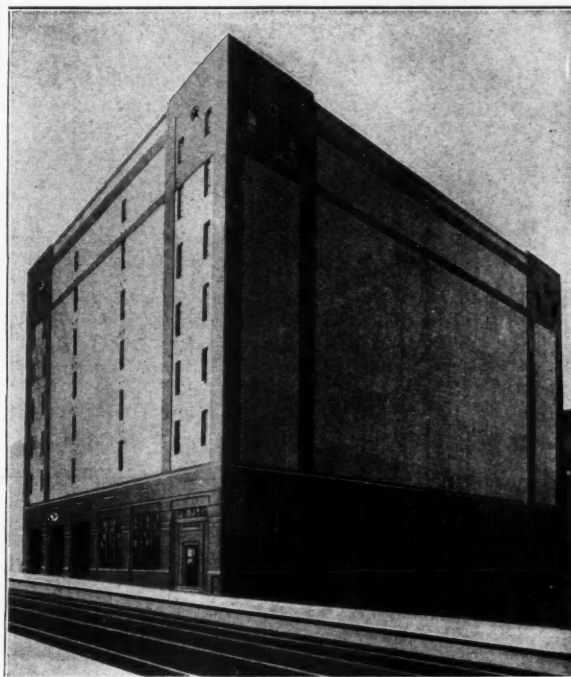
100 Townsend St.,

Syracuse, N. Y.

SYRACUSE, N. Y.

GREAT NORTHERN WAREHOUSES, Inc.

*The Warehouse That PUT SERVICE
in Warehousing at Syracuse*

**FIGURE IT OUT**

The cost of storage isn't just the price—

It's the price plus the value of service you receive.

Our service may be worth more to you than the storage price.

Because we have a modern Fireproof Building in the right location, Modern Handling Devices, Lowest Rates of Insurance and an efficient organization.

350-360 West Fayette Street
Syracuse New York

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

UTICA, N. Y.

Consign Utica Shipments to JONES-CLARK TRUCKING AND STORAGE CO., Inc.

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

CHARLOTTE, N. C.

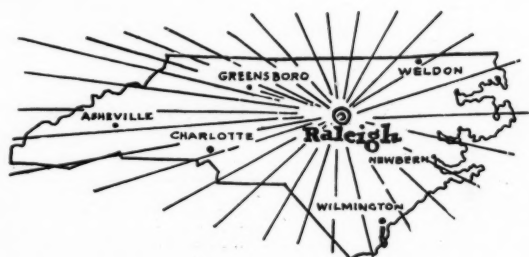
UNION STORAGE COMPANY

General Warehousemen
Merchandise Distributors
Manufacturers' Agents

CHARLOTTE, N. C.

Center of Southern Textile Field
Population Nearly 5,000,000 in 150-Mile Radius

RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

CAROLINA

STORAGE AND DISTRIBUTING COMPANY
(BONDED)

MINOT, N. D.

CONSIGN YOUR SHIPMENTS TO THE MINOT WAREHOUSE & STORAGE FACTORY DISTRIBUTORS

Household Goods and Merchandise Stored. Reinforced concrete building with brick walls and hollow tile inner walls.

PRIVATE TRACKAGE MOTOR EQUIPMENT

AKRON, OHIO

Akron Warehouse Company

211-215 S. Broadway

AKRON, OHIO

Two Large Warehouses

Railroad siding at each warehouse

Pool and Club Car Distribution

Household Goods and Merchandise

Motor Truck Equipment

W. W. Sharp, President M. A. Gardner, Manager

The Men Who Distribute

Bon Ami

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men who Distribute

"Jello"

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index.

AKRON
COLUMBUS
MANSFIELD } OHIO

The Cotter Warehouses OF OHIO

AKRON — COLUMBUS — MANSFIELD

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. & O., Erie & Penna. R. R. Sidings

Motor Vans

Packing

THE W. LEE COTTER WAREHOUSE CO.

COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

THE COTTER TRANSFER & STORAGE CO.

MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING

CANTON, OHIO

The Canton Storage Co.

318 Cherry Ave., N. E. CANTON, OHIO

"WE DELIVER EVERYTHING."**TWO LARGE WAREHOUSES
ABSOLUTELY FIREPROOF.****MERCHANDISE & HOUSEHOLD
GOODS STORAGE.**

Car load lots and less than car load lots received, checked, distributed and forwarded.

Served by all Railroads Entering Canton

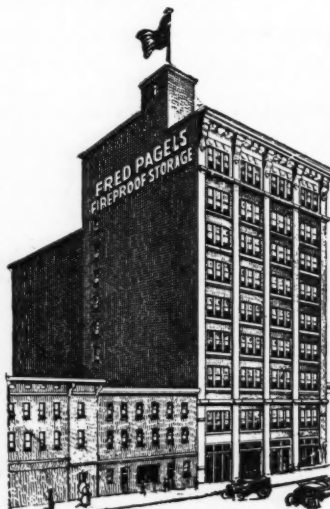
CANTON, OHIO

The Cummings Storage Co.Cor. 4th and Walnut St., S. E.
CANTON, OHIO**General Merchandise, Distribution and
Household Goods Storage.****Fireproof and Non-Fireproof Build-
ings. Private Steel Lockers.**Unsurpassed facilities for handling pool car and
car load shipments.**Railroad Sidings
Logical Distributor for this Section**

CINCINNATI, OHIO

FRED PAGELS**Fireproof and Non-Fireproof****Business Established in 1867 and built up by
A SERVICE THAT SATISFIES****Prompt Deliveries by Motor
Complete Transfer Facilities**Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.

CINCINNATI, OHIO

CONSIGN TO AND STORE YOUR CARS OF

**Oils — Greases — Lubricants — Inks — Colors
— Liquid Chemicals — Varnishes — Compounds**and other commodities of this nature put up in tight coopeage,
in our cool cement cellars. Low rates. Excellent service.**The Baltimore & Ohio Warehouse, 918 W. 5th Street**

CINCINNATI, OHIO

"STACEY FIRST"**SERVICE****FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES****MODERN MOTOR
VAN EQUIPMENT****RELIABILITY**Established 1891 Investment \$250,000
Your interests carefully protected**STACEY STORAGE CO.**

2333 Gilbert Avenue

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-
loads for out of town firms. Warehouse on Pennsyl-
vania Railroad. Motor Truck and Team Service.**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to

THE ZEIGLER-SCHAEFER CO.2941-43 EASTERN AVE.
SIDING ON PENNSYLVANIA LINESMoving - Storage - Packing - Shipping
Efficient and Courteous Service
Prompt Remittances
COMPLETE MOTOR TRUCK EQUIPMENT

The Men Who Distribute

**Aunt Jemima Pancake
Flour**Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

The
LAKEWOOD FIRE-
PROOF STORAGE CO.

14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

JOHN BECKER
Fireproof Storage

2055 W. 41st STREET

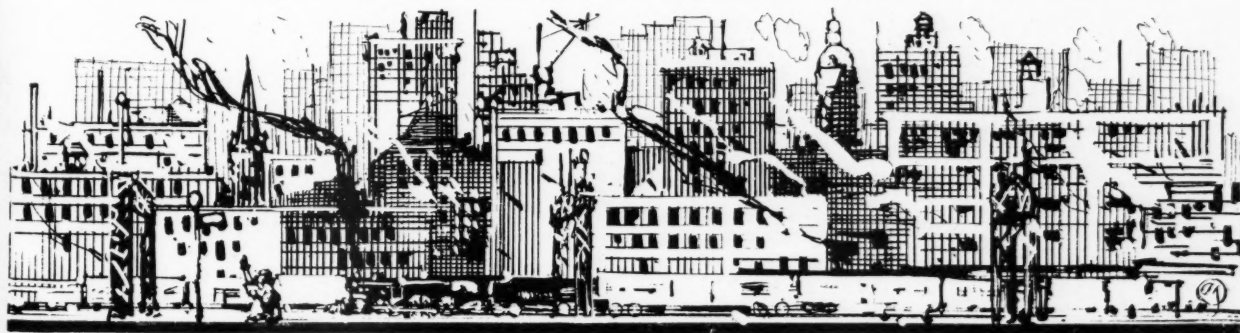
The
ANDREWS FIREPROOF
STORAGE CO.

6802 LEXINGTON AVE.

The
GARFIELD MOVING
& STORAGE CO.

9204 BUCKEYE ROAD

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION



Cleveland

MEMBERS OF NATIONAL FURNITURE

The
**KNICKERBOCKER
STORAGE CO.**

7724 DETROIT AVE.

The
**LINCOLN FIREPROOF
STORAGE CO.**

5660-5704 EUCLID AVE.

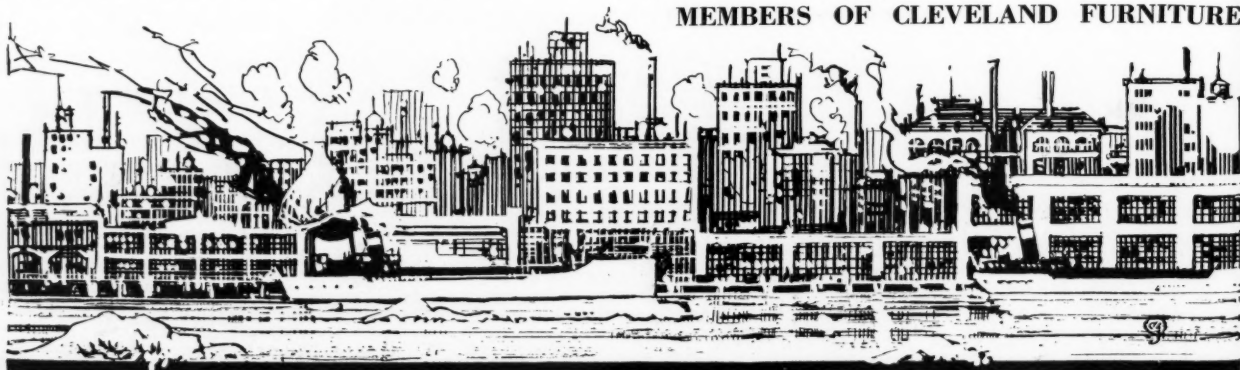
**LAKE SHORE MOVING
AND STORAGE CO.**

664 EAST 105th ST.

The
**SCOTT BROS. FIRE-
PROOF STORAGE CO.**

1838-40 EAST 55th ST.

MEMBERS OF CLEVELAND FURNITURE



Fifth City

WAREHOUSEMEN'S ASSOCIATION

**The
NEAL FIREPROOF
STORAGE CO.**

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

**The
REDHEAD
STORAGE CO.**

2041 EAST 105th ST.

**The
EUCLID AVE. FIRE-
PROOF STORAGE CO.**

11605-09 EUCLID AVE.

**The
WINDERMERE
TRANSFER & MOVING CO.**

**FIREPROOF
STORAGE**

14136 EUCLID AVE.

WAREHOUSEMEN'S ASSOCIATION



CLEVELAND, OHIO

THE CENTRAL STORAGE WAREHOUSE CO.,

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCHANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS
LET US SERVE THEM AS THEY SHOULD BE SERVED

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.
 OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.
 —WE CONSERVE YOUR INTERESTS—

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
 and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
 Sprinkler System

3 Warehouses, Private Siding,
 C. C. C. & St. L. R. R.

CLEVELAND, OHIO

THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets
 CLEVELAND, OHIO

**MERCANTILE STORAGE AND
 GENERAL TRUCKING**

Low Insurance
 Sprinkler System

Private Siding on
 C. C. C. & St. L. R. R.

Pool Cars for Distribution
 Motor Truck Service

The Men Who Distribute

Aluminum Products

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

The Men Who Distribute

Climalene

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

CLEVELAND, OHIO



3,000,000 cubic feet General Storage and Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

New, Fire Proof Building

SERVICE

Is all we have to sell.

We solicit your business

Ninth Street Terminal Warehouse Co.

WM. J. HOGAN, President
Cleveland, Ohio

COLUMBUS, OHIO

THE

KUTSCHBACH-McNALLY Co.

Complete Facilities for Storing and Forwarding
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks
Manufacturers' Distributors **MOTOR Equipment**
Member Interstate Warehousemen's Association

COLUMBUS, OHIO

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE Co.

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

CLEVELAND, OHIO

L. WURM MOVING AND STORAGE CO.

Cleveland, Ohio



Office:

7903 Superior Ave.
Rosedale 2741

Warehouse:

1328 E. 80th St.
Rosedale 1198

Long Distance Hauling a Specialty.

LAKEWOOD, OHIO

THE

Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to

Lakewood and west side of Cleveland.

SPRINGFIELD, OHIO

THE

Citizens Transfer and Storage Co.

Lowry Ave. and Big Four R. R., Springfield, Ohio

STORAGE OF

Merchandise and Household Goods

Forwarders and Distributors **Motor Truck Service**

W. A. HANCE W. P. BYERMAN

MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**

1018-30 North High Street

Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

WAGNER

FIREPROOF STORAGE & TRUCK CO.

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise

TOLEDO, OHIO

DEPENTHAL

TRUCK & STORAGE COMPANY

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture
Warehousemen's Associations

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.Merchandise and household goods storage.
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**

651-655 STATE STREET

*Household Goods Exclusively*Members: Illinois Furniture Warehouse Association
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

MANOR STORAGE CO.

516-530 Sumner Street

TOLEDO, OHIO

MERCHANDISE DISTRIBUTION
HOUSEHOLD GOODS STORAGE

TOLEDO, OHIO

LET RATHBUN DO IT!

THE RATHBUN CARTAGE CO.

195-197 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS
HOUSEHOLD GOODS AND MERCHANDISE*We have any kind of a rig up to 20 ton capacity.*

TOLEDO, OHIO

**THE TOLEDO
MERCHANTS' DELIVERY COMPANY**215 SO. ST. CLAIR ST.
AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and
Stored. Safes, Boilers, Machinery and Smokestacks Moved.**100% SERVICE**

Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE

Special Attention to Pool Car Distribution

The Men Who Distribute

Seaman Paper ProductsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

YOUNGSTOWN, OHIO

The

FISHER-GILDER CARTAGE & STORAGE CO.

Fireproof Storage, Moving, Packing and Shipping

**Expert Handlers of Household Goods**

Manufacturers' Merchandise Distributors.

Private Siding B. & O. R. R.

MOTOR TRUCK SERVICEMembers: American and National Warehousemen's
Association and American Chain of Warehouses**574-576-578-580 MAHONING ST.****YOUNGSTOWN, OHIO**

YOUNGSTOWN, OHIO



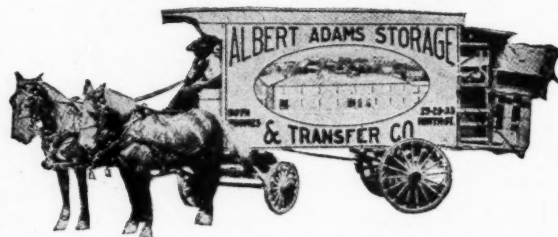
Local and Long Distance Hauling

Manufacturers' Distributors Carload Distribution

ZANESVILLE, OHIO

**ALBERT ADAMS
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space

MUSKOGEE, OKLA.**Muskogee Transfer & Storage Co.****2—Fireproof Warehouses**Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.**OKLAHOMA CITY, OKLA.**Fireproof
Warehouses for
Household
Goods and
Merchandise.Members of I.F.W.A.,
New York, American
Chain, Central, South-
ern, Pacific Coast
Warehousemen's Asso-
ciation.**O.K. Transfer & Storage Co.**

A. C. WEICKER, President

OKLAHOMA CITY, OKLA.*"Twenty Years Knowing How"***Reliable Storage & Transfer Co.**Not Incorporated
HOUSEHOLD GOODS, PIANOS, ETC., MOVED, PACKED, STORED AND
SHIPPED. LARGE PADDED MOTOR VANS AND PIANO TRUCKS.SIG GOLDSTEIN
Proprietor and Manager

1410-16 West Main Street OKLAHOMA CITY, OKLA.

PORTLAND, OREGON**OREGON AUTO DESPATCH**

Office and Warehouse

200 North 13th St.

DRAYAGE AND STORAGEDistribution Cars a Specialty
Free Switching From All Railroads**CHESTER, PA.****Headley's
Express & Storage Co., Inc.**

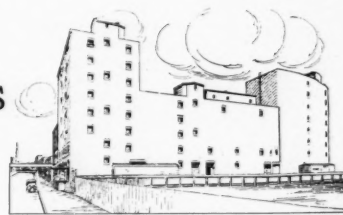
General Storage

Merchandise and Household Goods
Moving, Packing and Shipping**ERIE, PA.****ERIE****STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y. F.W.A.,
Am. Chain &
Rotary ClubWarehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
dling shipments of household
goods and merchandise.
Branch house service for
manufacturers.**HARRISBURG, PA.****POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

HARRISBURG, PA.**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, ForwardingManufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings**OIL CITY, PA.****CARNAHAN****TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

The Men Who Distribute

Colgate Laundry SoapRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.

Distributing Agents

For Manufacturers



PHILADELPHIA, PA.

Philadelphia
LOCAL EXPRESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.



**TERMINAL
WAREHOUSE
AND
TRANSFER CO.**

Green Street and
Delaware Avenue
PHILADELPHIA



Columbia Avenue Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars**

Large Organization. Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

Penn Storage & Van Co.

2136 MARKET STREET

PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'
DISTRIBUTORSDirect delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited**Address**Office—5th and Byron Streets
CAMDEN, N. J.

PHILADELPHIA, PA.

**Before Shipping to
Philadelphia, Pa.**

read this letter from the client of a Chicago warehouse who was advised to ship in care of the 20th Century Storage Warehouse Co. On Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with the 20th Century Warehouse and they handled the unloading of my four freight cars and the uncrating at my house in Haverford. It took them only two days to move all of the furniture from our cars to the house; their men hustled every minute and did their work exceptionally well.

"I thank you for recommending the 20th Century to me and I feel that in the future you will make no mistake in sending other patrons of yours to them."

**20th Century
Storage Warehouse Co.**

3120-30 Market Street, Philadelphia

Opposite West Philadelphia Station

**The Men Who Distribute
Scott's Emulsion**Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PITTSBURGH, PA.

**BLANCK'S
Transfer and Storage Company**6344 PENN AVENUE
PITTSBURGH, PA.**Fireproof Warehouse**
Separate Rooms for Storage
of Household Goods**MOVING, PACKING
STORAGE****BAGGAGE AND FREIGHT
DELIVERY****MOTOR VAN SERVICE**

PITTSBURGH, PA.

**SERVICE TO THE
CORRESPONDENT.**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HASLEY BROTHERS
TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

Interstate Trucking CompanyTwenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks
GENERAL HAULING ON HOURLY OR TONNAGE BASIS
Carload Freight and Long Distance HaulingExperienced Men—Good Equipment Call on Us—Save Time and Money
Trucking Agents for
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

SHANAHAN**Transfer & Storage Company**

Established 1865

CONSIGN PITTSBURGH SHIPMENTS
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.
Center of City

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

Pennsylvania
Transfer & Storage Co.JAMES SIMPSON, President
EDWARD C. LITTLE, General ManagerReceiving and Warehousing of General
Merchandise in Carloads or Less than
Carloads.**POOL CARS DISTRIBUTED AND
RESHIPPED**Special Facilities for Handling and
Storing Liquors and Barreled Goods.Merchandise Stocks Carried and Rec-
ords Kept for Out-of-Town Concerns.Rates and Quotations Promptly
Furnished.**PENNSYLVANIA RAILROAD
SIDING**Warehouse No. 1—Twenty-fifth St. and
A. V. R. R.**TRUCK DELIVERY ONLY**Warehouse No. 2—1629 Liberty St.
General Offices: Twenty-fifth St. and
A. V. R. R., Pittsburgh, Pa.

PITTSBURGH, PA.

WEBER**EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

The Men Who Distribute

Swedish SeparatorsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SCRANTON, PA.



Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE.

SCRANTON, PA.

Established 1894.
"He Profits Most Who Serves Best"
(Rotary)

The Quackenbush Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing,
Carting, Shipping. R.R. Siding. Manufacturers
Distributors.

Correspondence Solicited

Scranton, Pa.

The Men Who Distribute Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WILKES-BARRE, PA.

Merchants Warehousing Company

of

Wilkes-Barre, Penna.

"WE GIVE SERVICE"

Ask Franklin Sugar Refinery, Pillsbury, Wash-
burn-Crosby, Procter & Gamble, Kelloggs and
California Packing Corporation.

WAREHOUSING, TRANSFERRING AND FORWARDING

We Handle Pool Cars

Tracking facilities for 10 cars on L. V.

We are building another Fireproof Warehouse

Will have tracking facilities for 10 cars on
C. R. R. of N. J. and L. V.

"We have a real organization"

Write Us

Offices: 91-93-95 BENNETT STREET

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

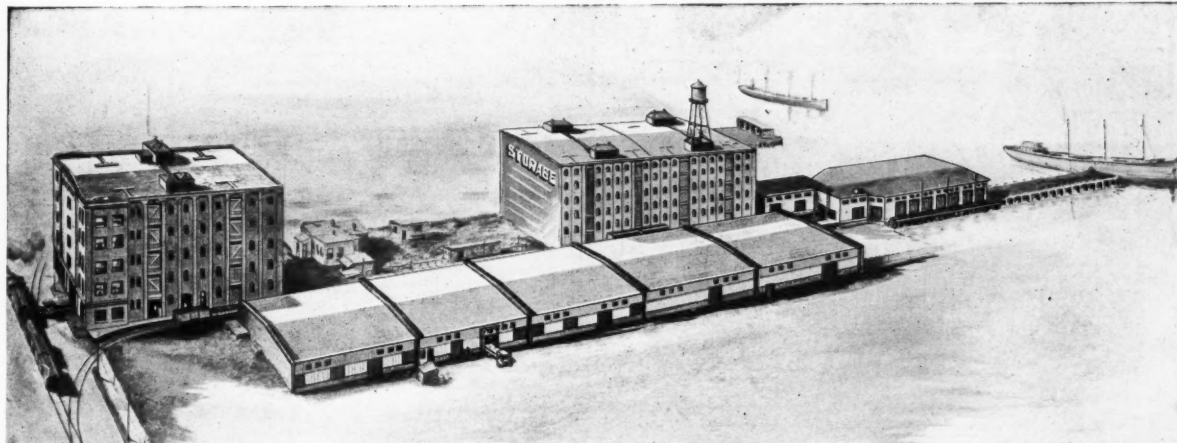
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several
acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor
Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Con-
nection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of
Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

*Rhode Island's Only Fireproof Warehouse***BROADWAY STORAGE CO.***Packing and Merchandise Distributors*

Merrill & Federal Streets,

Providence, R. I.

PROVIDENCE, R. I.**CADY MOVING & STORAGE CO.****STORAGE WAREHOUSES**

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

PROVIDENCE, R. I.

**New Warehouses
with Every Modern
Facility
for the Storage and Forwarding
of
General Merchandise**

Pool Car Distributing and Reforwarding
Track Connections on Main Line of New York,
New Haven and Hartford R. R.

Trackage capacity, eight cars

Storage tariffs and special features furnished
on application. Consign cars to Auburn, R. I.

**Service
Warehouses, Inc.
643 Elmwood Avenue
PROVIDENCE, R. I.**

CHARLESTON, S. C.

**CHARLESTON
Warehouse & Forwarding Co.
CHARLESTON, S. C.**

New three story reinforced concrete building, 100,-
000 square feet floor space.

Merchandise storage and distribution of pool cars.
Private tracks connecting with A.C.L., South-
ern, C.&W.C. and S.A.L. Rys. and all steamship
lines.

ABERDEEN, S. D.

**Aberdeen Storage Company
Aberdeen, S. D.**

Storage and Distributors
Pool Cars Solicited

WATERTOWN, S. D.

BONDED

LICENSED

DAKOTA WAREHOUSE CO.

The only fireproof warehouse in South Dakota.

A good place to store merchandise.

SATISFACTORY SERVICE

The Men Who Distribute

Vacuum Oil

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

Distribution & Warehousing

is the

Connecting Link

between the

Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for
several copies each so that all the men who handle their
distribution and shipping may benefit by reading it regu-
larly. It costs but \$2.00 a year (\$2.50 west of the Missis-
sippi).

Distribution & Warehousing

239 West 39th Street

New York

NASHVILLE, TENN.**E. M. BOND**

FIREPROOF STORAGE CO.
HOUSEHOLD GOODS AND MERCHANDISE
Modern Fireproof Building
Private Siding With All Rail Connections.

CHATTANOOGA, TENN.



The Chattanooga Transfer & Storage Company

has prepared a table showing how money can be saved by breaking-bulk at Chattanooga.

It is a valuable money-saving piece of information for any shipper because it shows rates on all L/c Shipments from Chattanooga to points South and Southeast. Copies gladly sent upon request.

DALLAS, TEXAS

Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

"We Help Ourselves by Helping Others"

DALLAS, TEXAS

E. R. KING, PRESIDENT
P. L. JEROME, SECRETARY

RALPH J. HAASE, VICE-PRESIDENT

R. E. THOMPSON, VICE-PRESIDENT
CHAS. J. HAASE, TREASURER

KING-HAASE FURNITURE CO.



MEMPHIS, TENN. 2/28/21

The Inter-State Forwarding Co.

Dallas, Texas.

Gentlemen:-

Your favor of the 28th received, enclosing distribution sheets on car MP28114, for which kindly accept our thanks.

We are enclosing distribution ticket on the No. 481 dresser for Home Furn. Co., and thank you for calling our attention to this matter. Our records showed this item was shipped but in some manner the shipping record, showing consignee, was misplaced, so we had to await your report before we could make the charge.

Assuring you of our appreciation of your prompt handling of our business, we remain,

Yours very truly,

KING HAASE FURNITURE CO.

CLJ

THE INTER-STATE FORWARDING CO.
INCORPORATED DALLAS, TEXAS

DALLAS, TEXAS

PULLIAM**Transfer & Storage Co.****FIREPROOF STORAGE***Household Goods Only**Motor Truck Service*MEMBERS { *N F W A*
T W & T A
DALLAS C OF C

Let us handle your Dallas shipments in the right way

EL PASO, TEXAS

R. L. Daniel Storage Co.**Box 487, 1706 Texas, 2813 Durazno Sts.**Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

EL PASO, TEXAS**Bankers of Merchandise****Clearing House for National Distributors,
Manufacturers, Jobbers and Brokers**

We are looking for live active accounts.

60,000 Sq. Ft. Fireproof Storage Space

150,000 Sq. Ft. Semi-Fireproof Construction—Ample Trackage

We perform all duties connected with receiving, storing and distributing merchandise — Everything except selling.

**Make Our Warehouse Your Branch
House**

Household Goods

Unloading, Storage, Moving

Packing, Assemblage and Shipping

International Warehouse Co.

R. H. Oliver, Mgr.

EL PASO, TEXAS

WESTERN**TRANSFER & STORAGE COMPANY**

1125-31 TEXAS STREET

ONLY FIREPROOF STORAGE IN EL PASO

Forwarders and Distributors—Trucking of all kinds—Distribution
Cars a specialty—Warehouse on Track

FORT WORTH, TEXAS

**In Fort Worth It's
BINYON-O'KEEFE**

—the foundation of the Binyon-O'Keefe service of today was laid a half century ago, preceding the coming of the railroads in West Texas.

As Fort Worth and West Texas has grown, so has our service developed. Today we have three warehouses with a total storage space of 250,000 square feet.

FORT WORTH

Houston

Galveston

Members American Warehousemen's Association and
National Furniture Warehousemen's Association

FORT WORTH, TEXAS

**Fort Worth Ware-
house & Storage Co.**

INCORPORATED

**Merchandise Distribution, General Storage
Manufacturers' Representative****PRIVATE SIDING WITH ALL RAIL
CONNECTIONS**Fort Worth with its seventeen railways is the logical
distributing center for Texas and the Southwest.**Absolutely Fireproof Warehouses**

GALVESTON, TEX.

The WILEY & NICHOLLS CO.
 GALVESTON, TEXAS
**TRANSFER AND FIRE-PROOF
 WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEX.

A B C Storage & Moving Co.
Distribution and Forwarding

FIREPROOF WAREHOUSE CENTRALLY LOCATED
 R. R. siding on Southern Pacific Line with free
 switching from all lines.

HOUSTON, TEXAS

HOUSTON, TEXAS
**Binyon-O'Keefe Fire-
 proof Storage Co.**

The House of Real Service

Pool Car Distributors for
 Southwest Texas and Mexico
 Ideal Facilities for Permanent
 Stock Distribution
 500,000 Square Feet Floor
 Space
 Warehouses at Houston
 Ft. Worth and Galveston

**Pick Your
 Consignee**

from the companies listed in this
 section—they are the "live wires"
 of the field and will handle your
 shipments promptly and efficiently.

HOUSTON, TEXAS

Your Houston shipments consigned to us will
 have our prompt and personal attention.

Make Us Your Houston Agents.

WESTHEIMER WAREHOUSE COMPANY, INC.
WESTHEIMER TRANSFER COMPANY, INC.

S. J. Westheimer, President

B. S. Hurwitz, Vice-Pres. J. L. Aronson, Secy.-Treas.

*Twenty-one Car Lengths of Trackage with
 Free Switching from All Lines*

McALLEN, TEXAS

Valley Storage Company

Storers and Distributors of
 Merchandise in Rio Grande Valley

Crating and Shipping

We Solicit Your Patronage

McAllen, Texas

SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS
 MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

The Men Who Distribute

"None Such" Mince Meat

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index.

SAN ANTONIO, TEXAS



Two Large Fireproof Warehouses

With Lowest Insurance Rates
Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all
points in San Antonio territory.*

SCOBAY FIREPROOF STORAGE COMPANY
San Antonio, Texas

TEXARKANA, TEX.

HUNTER TRANSFER CO.

TEXARKANA, TEXAS

STORAGE TRUCKING
DISTRIBUTORS MOVING

WACO, TEXAS

MASON

TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

WACO, TEXAS

Weatherred Transfer and Storage Co., Inc.

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

The Men Who Distribute

United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SALT LAKE CITY, UTAH

Members } American Warehousemen's Association
 } Central Warehousemen's Club

Jennings-Cornwall

Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

NORFOLK, VA.
PORTSMOUTH, VA.

The Seaboard Wharf & Warehouse Co., Inc.

General Offices: 622 Dickson Bldg.,
Norfolk

Wharves and Warehouses: Portsmouth

*For Prompt, Efficient Service in
Loading and Discharging Cargoes,
Weighing, Packing and
Forwarding—*

Brick Storage Warehouses
Modern Dock Facilities
Four Side Tracks

Members—American Warehousemen's Association, Norfolk
Warehousemen's Association, Hampton Roads Maritime
Exchange.

PETERSBURG, VA.

PACKERS—MOVERS—SHIPPERS

Special Attention to Pool Cars

Storage Warehouses

Motor Trucks and Teams

GRESHAM & WARE, Inc.

PETERSBURG, VA.
HOPEWELL, VA.

Distributing and Forwarding

POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

ABERDEEN, WASH.

A. A. STAR TRANSFER CO.

401-403 SOUTH F STREET

ABERDEEN

WASHINGTON

WE DO EVERYTHING IN THE
LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

SEATTLE, WASH.

TAYLOR EDWARDS



TRANSFER CO.

SEATTLE

WASH.

Merchandise Distributors

DISTRIBUTION CARS.	POOL CARS.
Delivered, Forwarded or Stored.	Furniture Packed, Shipped or Stored.
RAILROAD CONNECTIONS.	ASSOCIATION MEMBERS.

ESTABLISHED 1905

FIREPROOF STORAGE LOW INSURANCE

SEATTLE, WASH.

United Warehouse Company

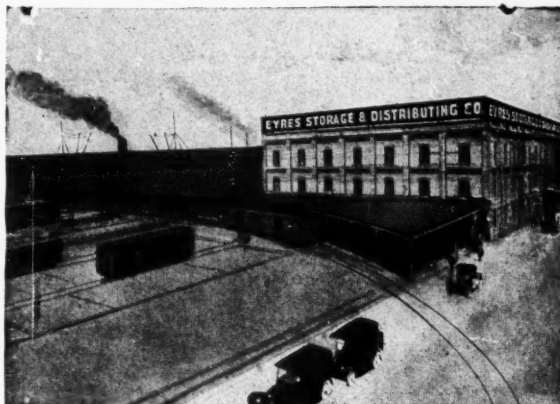
SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
Incorporated 1904

Free & Bonded
Warehouses

Seattle, Wash.



GENERAL MERCHANDISE STORAGE

MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 30 TEAMS, 24 AUTOS

SERVICE OUR MOTTO

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free)	Merchandise and H. H. Goods
Moving and Packing by Experts	C. L. & L. C. L. Distribution
Collections Remitted Promptly	We Solicit Your Business

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service



N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

YAKIMA, WASH.**MILLER & LENINGTON****CONTRACTORS**

DISTRIBUTORS and FORWARDERS

**TRANSFER—STORAGE
WAREHOUSING**Bonded Public Warehouse
State No. 813Motor Trucks and Team
Equipment for All and
Every Kind of Hauling**SHIP IN OUR CARE**
and let us be "At your
service with best of serv-
ice"Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage**YAKIMA, WASH.**

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

**YAKIMA TRANSFER &
STORAGE CO.**Office and general storage warehouse No. 25 North Front
directly opposite Northern Pacific passenger station.
22,000 square feet of compartment storage for household
goods, pianos etc.Track warehouse No. 11 South First Ave, 30,000 square
feet of floor space devoted exclusively to the storage of mer-
chandise. Every facility for clean, economical, storage and
handling of commercial accounts.

Auto trucks and teams.

CHARLESTON, WEST VA.**Mathews Storage & Transfer Co.**Warehousing—Distributing—Forwarding—Transfer
Merchandise—Automobiles—Household Goods
Brick and Concrete Warehouses—Private Ry. Siding.Members: } American Warehousemen's Ass'n
Motor Truck and Team Service.**KENOSHA, WIS.****DAVID NELSON**

KENOSHA

FIREPROOF STORAGE

WISCONSIN

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

MADISON, WIS.**H. F. SHARRATT**30,000 sq. ft. Fireproof Storage
New Building

30,000 sq. ft. Non-fireproof Storage

Household Goods—Merchandise—Automobiles—Separate Locked Rooms—
Separate Piano, Rug and Trunk Rooms—Negotiable Receipts—Local
and Long Distance Moving—Packing—Shipping—Heavy Hauling—
Distributing**MADISON, WIS.**

Established



1895

The Union Transfer and Storage Co.

Merchandise and Household Goods

90,000 Square Feet Fireproof Storage
Direct Switch on Three Roads**MILWAUKEE, WIS.****Hansen Storage
Company**

Capital Stock \$1,000,000.00

MILWAUKEE, WIS.We Can Solve Your Problems in Storage
and ForwardingGeneral Storage—Automobile Trucking
Forwarding—Distributing**50 Car Sidetrack**

Member American Chain of Warehouses

MILWAUKEE, WIS.**Lincoln Warehouse and Van Co.**

226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

The newest
and best in
Milwaukee.

OSHKOSH, WIS.

OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:

The Old Commercial National Bank, Oshkosh Savings & Trust Co.,
or any Mercantile House.

RACINE, WIS.

When You Need Warehouse Service
in

RACINE, WISCONSIN

Call on us

Racine Transfer & Storage Co.

CASPER, WYOMING

**NATRONA TRANSFER STORAGE
AND FUEL CO.**

SPECIAL ATTENTION given to Merchandise distribution and
pool car shipments.
SPECIAL FACILITIES for moving heavy machinery and safes.

CASPER, WYOMING

Pioneer Warehouse & Transfer Co.

Merchandise Storage & Distribution

Two blocks from the business
center on our own switch.

136 West "B" Street

EDMONTON, ALBERTA, CAN.

Western Transfer & Storage, Ltd.

Official Carters for
C. N. R., C. P. R., E. D. & B. C., Central Canada Ry.
A. & G. W. and G. T. P.

DISTRIBUTION STORAGE
Corner 102d Avenue and 103d Street
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

HAMILTON, CANADA

ESTABLISHED 1887

The Glasgow Storage & Cartage Co.

(In the heart of the wholesale district)

Canada Customs Bond—Customs Brokers Distributors—Forwarders—Storage—Movers of H. H. G.—
Separate Room System in a Fireproof Warehouse

TORONTO, CAN.

**Send Canadian Consignments
to Howell, Toronto**

the most central shipping
point for all Canada.

A
Toronto Stock
in Howell's
means quick
deliveries

The HOWELL WAREHOUSES Limited.

General Mercantile Distributors

311 King St East. TORONTO. Phone Main 7580



TORONTO, CANADA

**SPRINKLER
PROTECTED**

**INSURANCE
RATE 45c.**



GENERAL MERCHANDISE DISTRIBUTORS
AND WAREHOUSEMEN

**STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.



General Motors Trucks

These, and hundreds of other transfer and storage warehousemen, have found GMC Trucks dependable and economical to operate:

Boyd Transfer and Storage Co., Minneapolis, Minn.

California Fireproof Storage Co., Los Angeles, Calif.

Binyon O'Keefe Fireproof Storage Co., Galveston, Texas

Kalamazoo Transfer and Storage Co., Kalamazoo, Mich.

Duffy Storage and Moving Co., Denver, Colo.

New York Storage and Van Co., New York City.

Colorado Transfer Co., Pueblo, Colo.

Washington Storage Co., Philadelphia, Penn.

John R. Weber, Chicago, Ill.

Kissel Bros., Chicago, Ill.

J. Bogle, Cleveland, Ohio

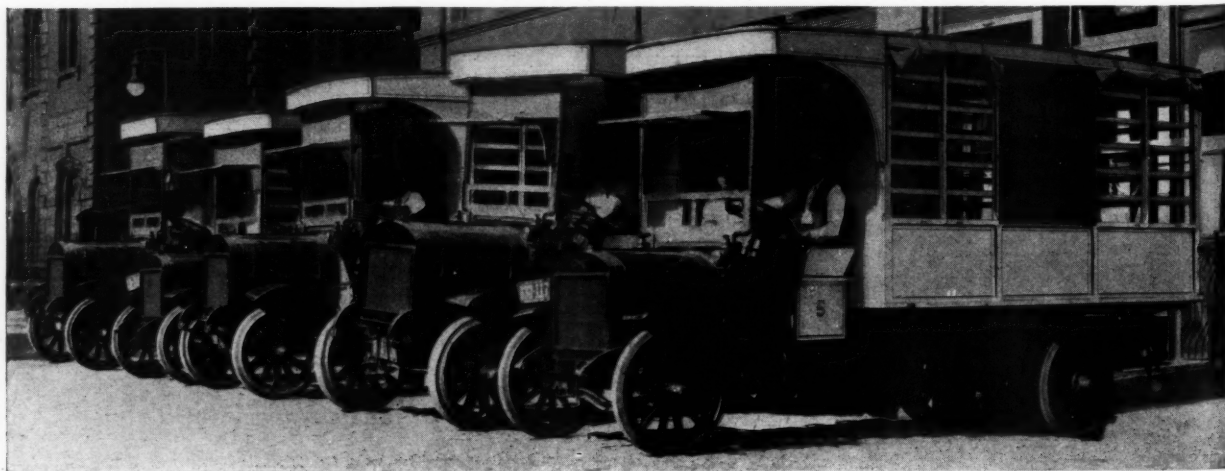
C. Bowen, Boston, Mass.

GENERAL MOTORS TRUCK COMPANY

One of the Units of the General Motors Corporation

PONTIAC, MICH.

(801)



This Register Has Opened a New Field for Economy in Business.



IN every warehouse, big or little, there are opportunities to save hundreds of dollars and eliminate errors through the use of Standard Manifolding Systems. Definite, worthwhile economies have been effected through their use by thousands of the most prominent firms in America. Wherever padded forms are used or wherever one or more carbon copies are necessary, a Standard System will make it possible to do the work in less time, with less expense and with greater accuracy.

Sheets Can Not Slip

This register has exclusive features which have revolutionized the use of manifolding devices. The paper has rows of holes in the margins. These holes are engaged by pins on the feed roll. The paper can't slip either way. The Standard Register guarantees perfect registration, on one or more colors of printed forms, without any adjustments. It is easy to operate. One turn of the handle delivers the sheets—automatically measured—all of them exactly alike in size. No cumbersome mechanism, no springs or wearing parts. It provides an easy, comfortable position for writing.

These features give the Standard Register an efficiency and accuracy never before approached in a manifolding register. No matter how many carbon copies of forms are used, all will be perfect copies, in absolute alignment.

Issues All Warehouse Forms

Warehouse forms covering report of condition (receiving record)—warehouse orders—bills of lading—express shipments—all with as many carbon copies as you desire, each an exact duplicate of the original, are issued on the Standard Manifolding Register. A Standard Manifolding Register makes possible centralized control, reduces the possibility of errors, lessens clerical work, enabling employees to handle more work in less time, thereby reducing operating costs materially.

Our Service Is Free

We will furnish you with forms adopted by the Committees on Standardization, representing the American Warehousemen's Association and the Shippers' Warehousing and Distributing Association. Or, if you prefer, we will assist you in developing a form to meet any special requirements that you may have.

If you are interested in better methods, methods that will save expense, reduce overhead, give you better control of your business and eliminate errors, just check on the attached coupon the kind of form in which you are interested.

THE STANDARD REGISTER CO.
104 Albany St. Dayton, Ohio

Standard

**Manifolding Systems
and Roll Printing**

CHECK AND MAIL COUPON.

The Standard Register Co.,
104 Albany St., Dayton, Ohio

Without obligation on my part, send me booklet describing the Standard Manifolding Register and samples of forms showing the most modern methods used in warehouses in handling the items checked below:

- | | |
|---|--|
| <input type="checkbox"/> Bills of Lading | <input type="checkbox"/> Receiving Records |
| <input type="checkbox"/> Express Receipts | <input type="checkbox"/> Stock Records |
| <input type="checkbox"/> Delivery Records | <input type="checkbox"/> Special Form for Warehouses |

Name

Address

No Waiting. No Writing. No Telephones. No Tariffs

"A child can find them"

FREIGHT RATES

To and from points in the
United States and Canada

This publication furnishes the
Financial, Purchase and Sales Executives'

MISSING COSTS

GETZLER'S GUIDE, Inc., Rochester, N. Y.

OFFICES:

NEW YORK

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BOSTON

WASHINGTON

SAN FRANCISCO



7 OZ. SOFT KHAKI DUCK WAGON PADS

Are the Best in the World — "You Can't Outwear 'Em"

BUY LIBERALLY NOW

Immediate delivery. Shipped on guarantee that permits you to return them at our expense if you are not satisfied.

(Note) FINISHED SIZES

Size		Price
36" x 72"	@	\$18.00 per
54" x 72"	@	24.50 "
72" x 72"	@	32.00 "

F.O.B. New Haven

This high quality standard is maintained right through our entire line of Van Liner Pads, Padded Talking Machine Covers, Piano Covers, Khaki Mattress Covers and Bed End Padded Slip Covers. We also make to order Form Fit Covers for all furniture.

We Solicit Your Inquiries

New Haven Quilt & Pad Co.

Factory and Mill:
161 Day St.

Office and Salesroom:
191 George St.



America's
Largest Pad
Manufacturers

Mr. Albert Fisher's Story About Standard Trucks

WHEN I started, nearly a decade ago, to develop the Standard Truck, it was on the conviction born from my twenty-five years of constructive experience in building commercial vehicles for heavy-duty hauling.

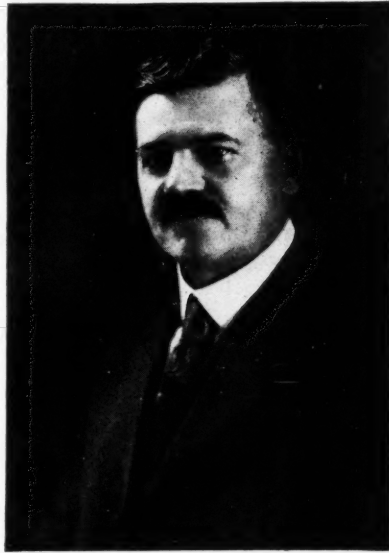
This long experience in the horse-drawn vehicle business had convinced me that a motor truck built wholly of quality standard parts, properly designed and carefully put together, was the coming vehicle for highway transportation.

I then set out to get the design right. The benefits of my commercial vehicle experience I utilized to the fullest possible advantage in the design. Then, I had a number of practical automotive engineers, today prominent in the industry, carefully go over my design and assist me in correcting the faults.

Having settled the problem of the design, the next important factor was the selection of parts to go into that design. In the horse-drawn vehicle business I had always been in the habit of buying only the highest grade of materials procurable. I decided to continue this policy in selecting the units that went into the make-up of Standard Motor Trucks.

For example, I had used Timken axles and bearings in the horse-drawn vehicle that I built. Long experience had demonstrated their quality. So in all Standard Motor Trucks the front and rear axles and bearings are and have always been Timken.

After an investigation of the various makes of engines on the market, considering both efficiency and ease of securing service, I selected the inter-



MR. ALBERT FISHER

nationally known Continental. And, for a carburetor, I wanted something efficacious and still extremely simple. A long search lead me to adopt the Stromberg. After an examination of transmissions and clutches, I was satisfied that the dependable Brown-Lipe make headed the list. For a universal joint I choose the well-known Spicer. The time-tried Eisemann magneto had appealed to me from the outset, and it has always been embodied in

Standard Truck construction.

In workmanship, I exacted the identical high standards that I had taught and practiced in the horse-drawn vehicle business. I demanded that each part be carefully and properly fitted. I always insisted that quality instead of quantity be the guiding ideal among the men in the plant.

And having, in addition to complete mechanical equipment, blacksmithing, woodworking, trimming, and painting departments, it is possible for our organization to give more attention to the details of building trucks. It is commonplace to see frequently Standard Trucks that were sold six years ago with the paint still in good condition.

In this message I have tried to give what are, I believe, the frank reasons why thousands of owners of Standard Motor Trucks have found their trucks so serviceable and long lived that they are universal in their declaration that the Standard is "all the name implies."

A stylized, cursive signature of Albert Fisher in dark ink.

President, Standard Motor Truck Co.,
Detroit, Mich.



Is the Other Fellow Cleaning YOUR CUSTOMER'S Carpets?

Are you getting the carpet cleaning business that belongs to you?

If this man is headed toward your plant you are headed toward increased profits.

A small investment will give you big returns if invested in Connersville equipment.

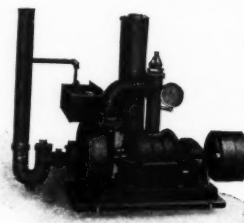


Scrubbing Machine

CONNERSVILLE VACUUM-SHAMPOO PROCESS CLEANS CARPETS CLEANER

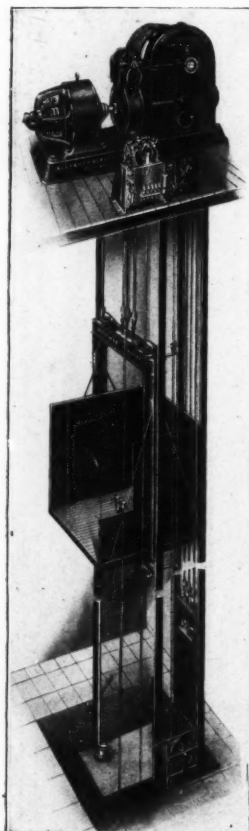
The Connersville scrubbing machine and its partner in cleaning—the Connersville vacuum cleaner, make possible the vacuum shampoo process.

With this equipment and a small amount of floor space you can go after carpet cleaning business, get it and take care of it.



Vacuum Cleaner

LANDERS, FRARY & CLARK
U. V. A. Div., Dept. I. CONNERSVILLE, IND.



RELIANCE *Essential*

Your elevators should be Reliance installations.

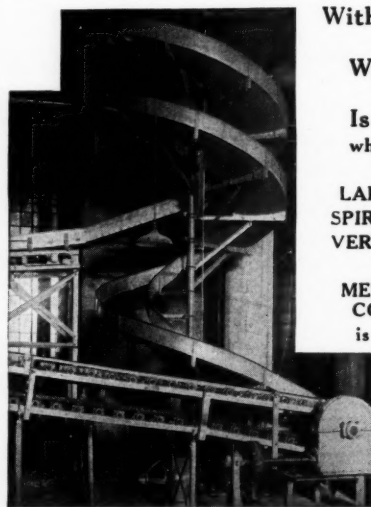
Because Reliance Elevators continue their work without interruption for longer periods. They pass inspection with fewer calls for repairs. Their superior design causes them to consume less power. Their capacity per dollar of cost is greater. Their installation is simpler.

Reliance Elevators are essential to your warehouse.

Investigate them.

Reliance Elevator Co.
212-222 W. Austin Ave.
Chicago, Ill.

ELEVATORS



With Help Scarce
AND
Wages High
NOW
Is the Time
when the need
for our
**LABOR-SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCHANDISE
CONVEYORS**
is imperative

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

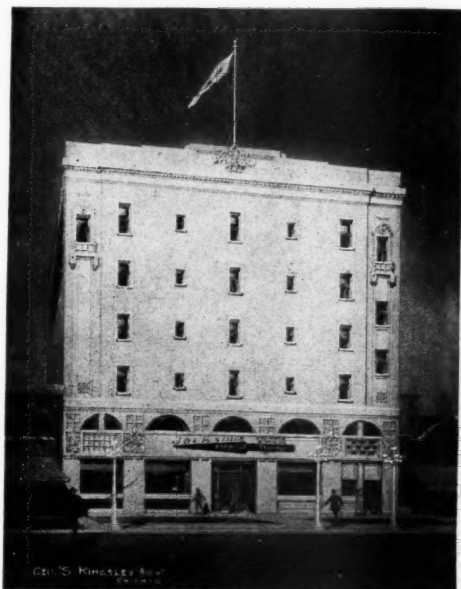
The Haslett Spiral Chute Co.

Factory: 510-512 N. 61st St., Philadelphia, Pa.

New York: 110 West 34th St.

Southern Office: 523 Calvert Bldg., Baltimore, Md.

Pacific Coast: 228 Pine St., San Francisco, Cal.



Warehouses that say:

"SUCCESS"

Experts have pronounced the Jackson Fireproof Storage Warehouse in Chicago the "finest in the United States." In reaching that conclusion, both appearance and practical arrangement were taken into consideration.

It was built by Kingsley. Kingsley-built warehouses make success for their owners, and advertise that success. It is a basic principle of Kingsley design that the building be a perpetual advertisement. The soundness of this principle is proved by the ease with which Mr. Kingsley's clients get and hold business.

This summer is a most advantageous time to build. Write, asking for a survey, to

109 N. Dearborn St.
Chicago, Ill.

**George S.
Kingsley**

Architect of
Warehouses

Safe-----Quick-----Economical

HANDLING OF MERCHANDISE IS ASSURED WHERE

GIFFORD-WOOD CONVEYORS

ARE PART OF YOUR WAREHOUSE EQUIPMENT



HANDLING
BAGS IN A
FLOUR MILL

Dependable and efficient, they have proved invaluable in and about the modern industrial storehouse.

The precision and despatch with which the Gifford-Wood Conveyor transfers your materials, boxes, bags, etc., from department to department, quickly evidences its superiority over the obsolete hand-to-hand methods.

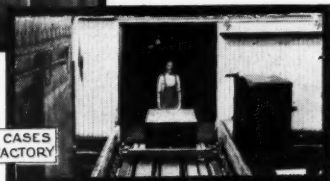
Subject to wide application, Gifford-Wood Conveyors perform a variety of services. They offer no obstruction when not in use.

*Send for our complete
Elevating and Conveying
Machinery catalogue
today.*

Manufacturers of:
Elevators
Conveyors
Power Plant Coal
Handling Equip-
ment
Coal Pockets
Locomotive Coaling
Stations
Wagon Loaders
Bagging Loaders
End Thrust and
Straight Faced
Hoists
Screen-Chutes
Buckets
Chain



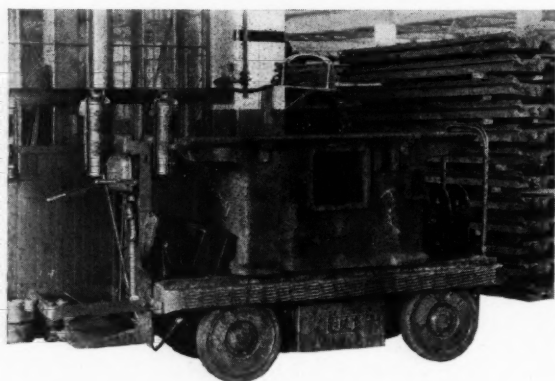
MOVING CASES
IN SHOE FACTORY



Mechanical
Handling
in all lines
of
Industry

Gifford-Wood Co.

MAIN OFFICE AND WORKS NEW YORK, BUFFALO
HUDSON, N. Y. BOSTON, CHICAGO



"When We Have a Heavy Load We Always Give It to Karry-Lode"

So says the Norton Company of Worcester, Mass. It adds that "the platform is larger and we can carry larger loads." * * * "Karry-Lode is speedier than the other trucks we have and therefore makes more calls per day." And "the operators prefer Karry-Lode because they earn more money operating it than any other trucks we have." It is estimated that the repairs per Karry-Lode truck in its plant from the date of installation would be easily covered by two dollars.

The Norton Company's experience is typical with Karry-Lode Trucks. They are known as the simplest and most efficient Material Handlers in their class.

Write for further evidence.

Karry-Lode
Industrial Truck Company
Long Island City New York



WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

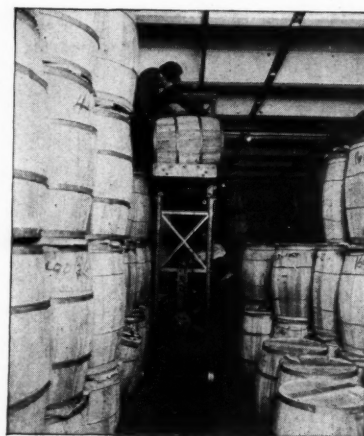
IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements
So We May Quote You Prices

The Cleveland-Akron Bag Co.
Cleveland, Ohio



"DELTA" Portable Elevators

Will solve your piling and tiering problems.

Will enable you to use all of your storage space with less number of men. Write us about your problems and we will explain the advantages of the "Delta" machine.

New Jersey Foundry and Machine Co.
90 West St., New York

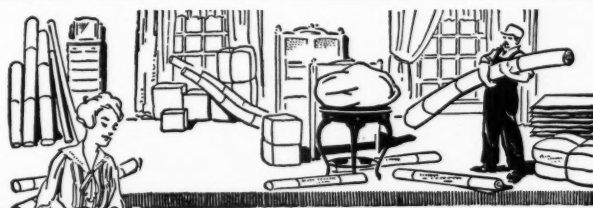
EXCELSIOR PACKING PADS ARE LIKE INSURANCE

YOU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.



Protect the Wares in Your Care With

**White Tar Paper and White Tar
Naphthalene**

Paper (Pine Tar and Cedar in rolls of 12 sheets, 40 x 48, or continuous 50 yds. to 1000 yds. in roll).

WHITE TAR

Moth Balls (Varied Sizes).
Moth Balls, Crystals, Blocks,
Flakes, Lavender
Compound, Cedar Compound,
Powder.

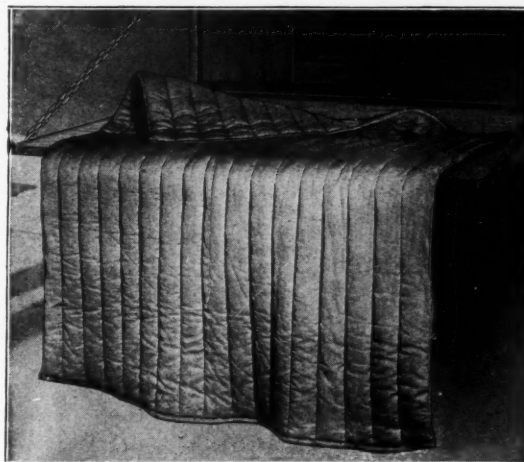
Manufactured by

The White Tar Company
56 Vesey St., New York, N. Y.



MAISH QUALITY WAGON PADS

Khaki Brown for More Service



Stand Test of Hard Usage

Maish Quality Wagon Pads are exceptionally durable and long-wearing. Always sold on a money-back guarantee.

The covering of Maish Quality Wagon Pads is a good grade of khaki brown drill, heavier than the ordinary. Filling is an extra thick one-piece layer of cotton (no shoddy). Quilting is in close rows of stitching with heavy carpet thread. Edges bound by our own special process, protecting every seam and preventing ripping.

Immediate delivery. If Maish Quality Wagon Pads fail to meet any practical test, return them at our expense.

MADE IN THREE STANDARD SIZES

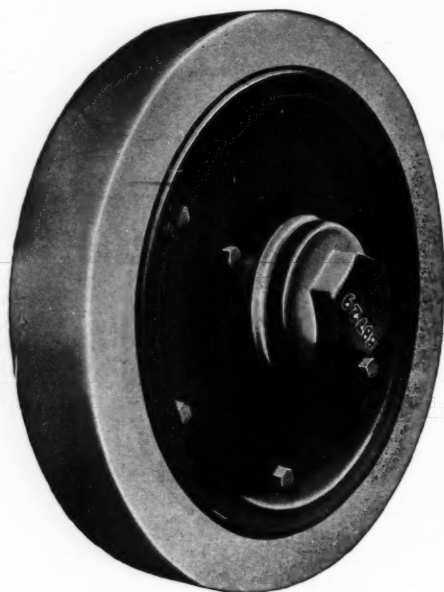
Size	Cut Size of Cloth
No. 10 (Small)	36 x 72
No. 20 (Medium)	54 x 72
No. 30 (Large)	72 x 80

Prices quoted on application to

The Chas. A. Maish Co.

Makers of the world-famous MAISH COMFORTS
1129 Bank Street Cincinnati, O.

*If iron wheels are good
enough for the trailers
why not use them
on the tractors?*



It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel.

We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

Correspondence is solicited.

**Divine Brothers
Company**
Utica, New York

Cut Down Your Refinishing Expense

Revarnishing is a slow and unsatisfactory way to handle marred and damaged furniture. Slow because it takes days for drying and rubbing, unsatisfactory because few warehousemen have the necessary equipment to do good work.

There IS a way to avoid the grief, delay and expense resulting from finish injury.



Free Booklet

Ask for our Free Booklet, "How to Repair Damage to Varnished Surfaces." It will explain how to avoid refinishing, how to fix any injury to any kind of finish quickly, easily and without waiting for varnish to dry. WRITE TODAY.

If you are too busy to write a letter, pin this ad to your card or letterhead.

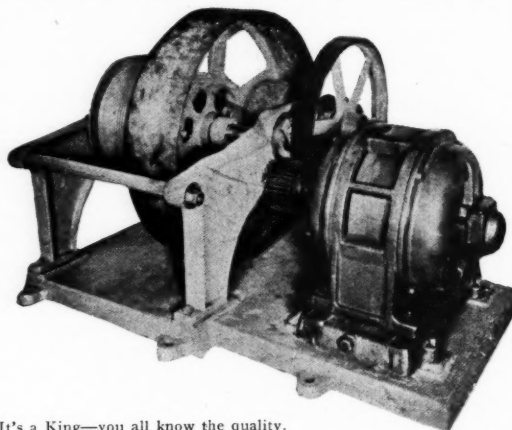
THE M. L. CAMPBELL COMPANY

Finishing Products

700 E. 19th St.

Kansas City, Mo.

Install this Substantial, Powerful and Remarkably Efficient Whip in Your Warehouse



It's a King—you all know the quality.

The machine is of the internal drive type—the friction wheel is driven from the inner face. This construction gives the friction wheel and driving roll a larger arc of contact, thereby increasing the driving surface, decreases the amount of slippage and a greater amount of power is transmitted to the friction wheel.

The friction roll in this machine is of extra large diameter and is built into an eccentric bearing. By the use of this bearing the wear of the friction roll can be taken up and the life of the roll is greatly lengthened.

An interesting booklet describing King Whips has been prepared for your use. Write for it today.

H. J. & J. J. King

22 Sabin St., Providence, R. I.

New York—Fink-Dumont-White, Inc., 405 Lexington Avenue.

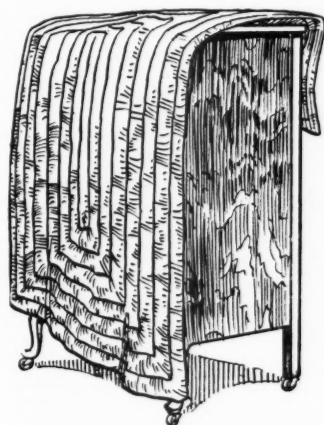
A TRIUMPH is your
BUCKEYE SILL PIANO TRUCK

says an owner of four of them



**End Truck Covers
 Straps**

Self-Lifting Piano Truck Co.
 Findlay, O.



STANDARD PADS
KNOCK OUT EXPENSE

Old Man Obnoxious Expense is knocked out cold in the first round as soon as "Standard Pads" get into the ring for you. They are made by a reliable house to stand hard wear, protect your goods and save you money. We make durable pads for every purpose. Get our prices and samples now.

The Standard Tent & Awning Co.
 Michigan and Orange Streets Toledo, Ohio

For city hauling— why not an Electric Truck?

Most city hauling is from store to store or from house to house, of the short-haul-many-stop variety; that's where the electric truck proves its value.

The electric truck *equipped with an Exide-Ironclad Battery* does the work at low cost for maintenance and operation and gives day-in and day-out service.

Remember that the Exide-Ironclad is the only storage battery made that has *all* the features essential to successful truck operation — power ability, ruggedness, high efficiency and long life. It is built and backed by the largest manufacturer of storage batteries in the world, and has been tested and proved by nine years' service under all kinds of service conditions in submarines, mine locomotives, industrial trucks and tractors, and electric street vehicles.

Read what users write about them, and write for list of truck manufacturers.

**THE ELECTRIC STORAGE
 BATTERY COMPANY**

Oldest and largest manufacturers in the world of Storage
 Batteries for every purpose.

1888 PHILADELPHIA 1921

Branches in seventeen cities

Exide Batteries of Canada, Limited, 133-157 Dufferin Street,
 Toronto

Exide
IRONCLAD
BATTERIES

The Breen Adjustable Piano Derrick —A REAL TIME SAVER



If you can move a piano in 25 MINUTES, why waste an hour? Every minute lost means profits lost.

The ordinary method of hoisting requires two or three men. One man can adjust the Breen.

The Breen Improved Derrick is a practical piano lifting device so designed that all chance of damage by bumping is eliminated.

Send for catalogue describing our complete line of Piano Movers' Supplies.

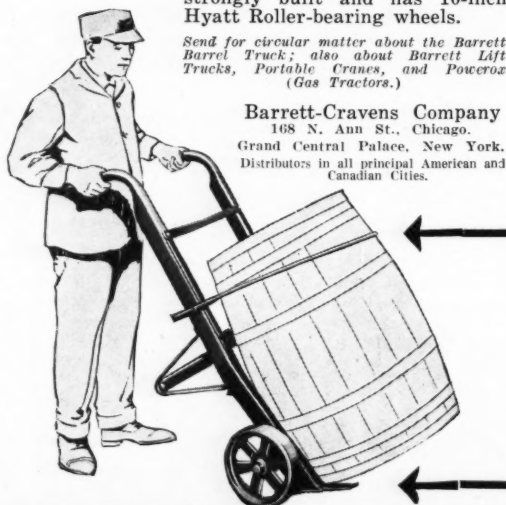
WM. H. BREEN
219-231 Rutherford Avenue
Charlestown, Mass.

One Man Can Pick Up a Barrel—Easily—

with the Barrett Barrel Truck. The truck not only carries the barrel, but picks it up. The bail (see illustration) drops over the barrel, and the trucker handles the barrel easily by leverage; no helper is needed.

The Barrett is heavily and strongly built and has 10-inch Hyatt Roller-bearing wheels.

Send for circular matter about the Barrett Barrel Truck; also about Barrett Lift Trucks, Portable Cranes, and Powerox (Gas Tractors.)



Barrett-Cravens Company
168 N. Ann St., Chicago.
Grand Central Palace, New York.
Distributors in all principal American and Canadian Cities.

BARRETT BARREL TRUCKS

Don't Spend Elevator Money To Do Lowerator Work

It takes power to lift incoming goods. Outgoing goods will handle themselves by gravity. Elevator upkeep and operator's wages are wasted in lowering packages.

DISCHARGE YOUR ELEVATOR MAN

Lowerator saves wages and upkeep. Takes goods to shipping platform from any floor. Goods unload themselves. No banging, racking or breakage, as in spiral chutes.

NO OPERATOR NO DELAY NO POWER

Speeds up your shipping room—acts as a pacemaker—no waiting on floors for elevator—does the work of four elevators at a fraction of the expense. Easily installed in your present building. It is used in many wholesale houses.

Send for full information and list of nationally known users—many in your line.

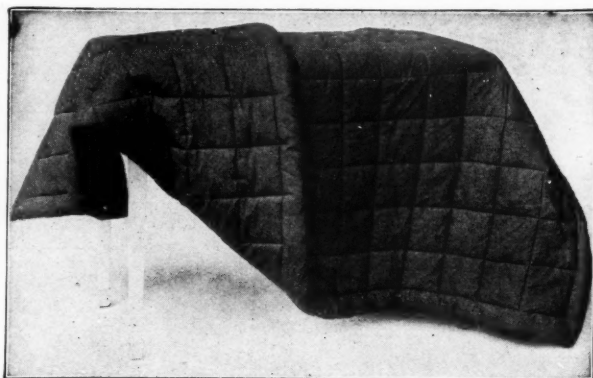
LOWERATOR COMPANY
116 West 39th Street New York City

Also Manufacturers of
Tray Elevators

Let your Goods
bring themselves
Down



LOWERATOR
a machine - NOT A CHUTE



THE BEST PAD

This is no idle claim. You'll be convinced by a trial.

"PROTECTO" WAGON PADS

Made of EXTRA Heavy drill denim, cotton filled. Note that pad is stitched in SQUARE BLOCKS, preventing the cotton from bunching.

No. 12 Cut size of cloth 72 x 80
No. 14 Cut size of cloth 54 x 72
No. 16 Cut size of cloth 36 x 72
Phonograph covers, large size

We Claim This Is the Best Pad Made. Let's Prove It.
Write for Prices and Samples.

CHICAGO QUILT MFG. CO.
1133 Roosevelt Rd., Chicago, Ill.

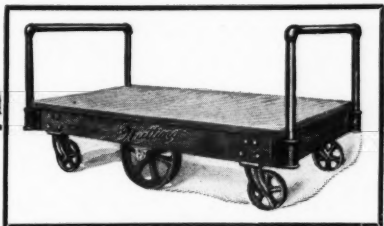


Fig. 105
6-Wheel
Balance
Truck

"Send Us More

Like Those We Bought 10 Years Ago"

THAT'S a typical order we get from old customers. Their sturdy Nutting Trucks have withstood rough, hard, daily usage year after year.

Bulletin F tells why, and illustrates more than 300 designs and styles of Nutting Trucks, one of which should fit your needs exactly.

Nutting Trucks

Experienced warehousemen appreciate their big, wide, flat wheels,—the patented corners that stay tight, the smooth wearing, hardwood platform, and the extra quality and strength throughout. Write today for Bulletin F, and outline the work you do with trucks.

NUTTING TRUCK CO.

Faribault, Minn.

Floor Truck Specialists for 30 Years



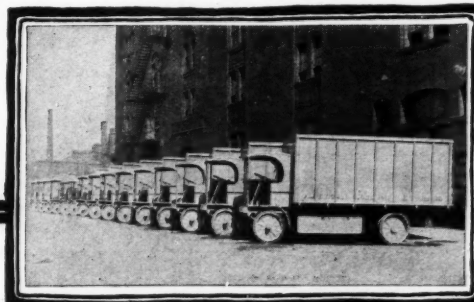
On the job 96 full days out of every 100—the average time card of 25 5-ton Walker Electrics owned by the Bush Terminal Company! A typical Walker Record!

There's little about a Walker to get out of order. The power plant is simply an enlarged "self-starter," transferring 95% of its power to the tires by means of balanced gears—the famous Walker Balanced Drive. And every construction detail is of super grade. One mechanic easily cares for four Walkers in the time one "gas" truck requires. Get the Walker "Facts in Your Field"—write today.

WALKER *Electric* TRUCKS LOWEST TRUCKING COST

WALKER
VEHICLE
COMPANY
CHICAGO
NEW YORK
BOSTON
PHILADELPHIA

AMERICA'S
LARGEST
MANUFACTURER OF
ELECTRIC
ROAD
TRUCKS



A Simple Test That Shows the Strength of "Reach" Furniture Van Pads

And strength counts when it comes to protecting furniture in transit.

"Reach" Pads are made purposely to wear. Right from the extra thick layer of cotton to the covering of very heavy ticking fabric—they're made for long and hard service.

That is why we say they are the strongest furniture van pads in the world.

We use remnant lengths only of extra heavy ticking fabric, sew them together firmly and carefully, generously fill them with soft cotton batting and reinforce them along the edges with tape. They are double stitched.

Remember when you buy "Reach" Pads you get what you pay for. All prices quoted here are for finished sizes—not cut sizes where about 15% is lost in stitching.

74 x 68.....\$4.00 each
52 x 68.....3.00 each
36 x 68.....2.00 each

Beware of the high cost of low prices.

Padded Phonograph Covers, \$7.75 each.

We also manufacture Canvas Padding, extra heavy for lining the sides of auto trucks; Tarpaulins; plain or waterproof. Specify measurements desired. Write for prices now.

A. L. REACH TEXTILE CO.

19-21-23 West 18th Street, New York City

G. W. Jones Lumber Co.

807 Lumber Exchange Building
CHICAGO

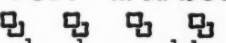

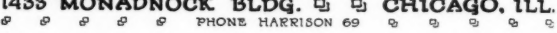

Manufacturers of
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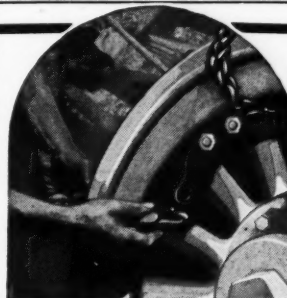
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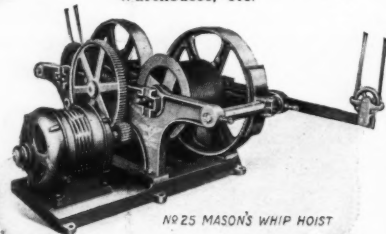
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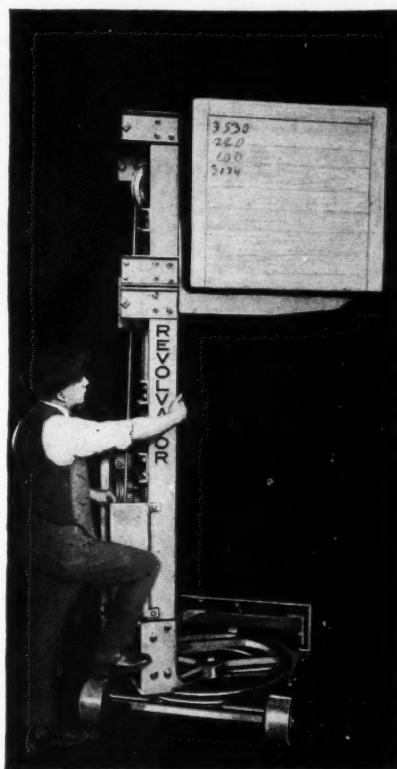
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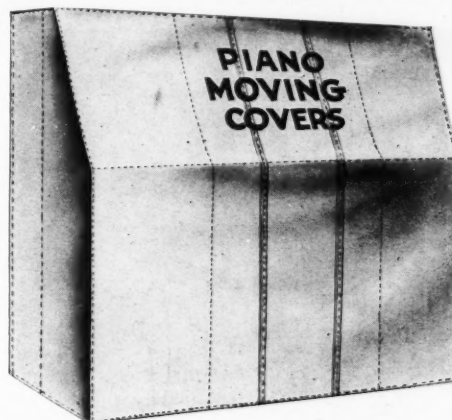
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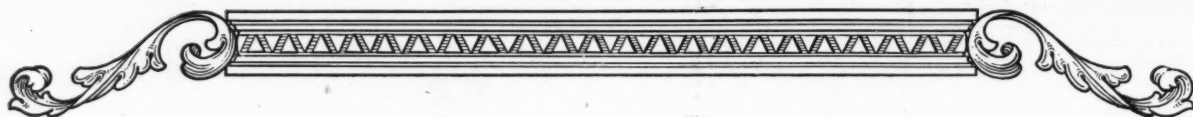
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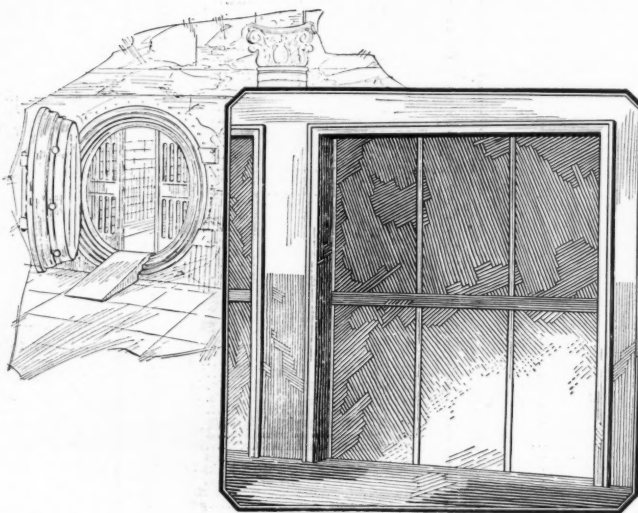
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Because of their steel framed panels, Peelle Doors are absolutely fire-proof, being labelled by the Factory Mutual Companies and Underwriters Laboratories. Insurance costs are reduced where Peelle doors are installed.

The construction of Peelle Doors not only prevents accidents to operators and pedestrians that lurk in open shafts, but avoids merchandise breakage, and permits smooth passage of trucks.

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The tire that walks away with the load

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Mileage is important and resiliency desirable, but unless the tires are able to dig in their toes and push when the engine's power is delivered to the wheels they might as well not be on the truck.

Few trucks are operated under ideal conditions; in sand, in snow, in mud or on wet, slippery asphalt, you've got to have something on the wheels more efficient than smooth bands of solid rubber.

Solid tires are becoming obsolete. Big pneumatics are expensive and undependable. There is only one tire that in all kinds of weather and over all kinds of roads can carry the truck wherever the driver wants it to go, and do it at a lower cost per mile than either the plain solid or the big pneumatic.

That tire is the Caterpillar. It is made in sizes suitable for trucks of every type and weight.

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Roll Call

of White Truck Fleets in Moving and Storage Service



THE dependable performance of White Trucks in the service of Moving and Storage Companies is evidenced by the large number of owners who operate fleets of Whites. These fleets have steadily grown to their present size through *repeat orders* from satisfied owners who *know* that White Trucks meet the exacting demands of Moving and Storage Companies.

The following is a list of representative Moving and Storage Companies who operate fleets of Whites. These 72 fleets total 270 White Trucks.

No single installations are included.

Ballard Fireproof Storage & Transfer Co.	St. Paul, Minn.	Lincoln Fireproof Storage Co.	Cleveland, Ohio
Wm. J. Becker	Cleveland, Ohio	Oscar L. Lyons	New York City
F. P. Begley	Lawrence, Mass.	Morris C. Matsen	Racine, Wisc.
Bekins Van & Storage Co.	San Francisco, Calif.	Merchants Cartage Co., Ltd.	Vancouver, B. C.
Belmar Moving & Storage Co.	Pittsburgh, Pa.	Merchants Transfer Co.	San Antonio, Texas
Binyon-O'Keefe Fireproof Storage Co.	Ft. Worth, Texas	Miller North Broad Storage Co.	Philadelphia, Pa.
Blanchard Storage Co., Inc.	Rochester, N. Y.	Morgantown Transfer & Storage Co.	Morgantown, W. Va.
A. M. Burnside	Everett, Mass.	Murphy Transfer Co.	St. Paul, Minn.
W. L. Byrnes	New York City	Neal Fireproof Storage Co.	Cleveland, Ohio
The Canton Storage & Transfer Co.	Canton, Ohio	Norris Bros. Co.	Cleveland, Ohio
Central Moving Co.	St. Louis, Mo.	Wm. J. Norton	Cleveland, Ohio
City Transfer Van & Storage Co.	Long Beach, Calif.	Olsen-Roe Company	Portland, Ore.
Henry Coburn Storage & Warehouse Co.	Indianapolis, Ind.	Pikes Peak Transfer & Storage Co.	Colorado Springs, Colo.
Cotter Transfer & Storage Co.	Mansfield, Ohio	Portland Van & Storage Co.	Portland, Ore.
Cuneo Storage Co.	New York City	The Redhead Storage Co.	Cleveland, Ohio
Frank J. Derry	Danvers, Mass.	G. F. Reed & Son	Brockton, Mass.
C. F. Dibble	Fitchburg, Mass.	W. Fred Richardson	Richmond, Va.
Donaldson Transfer & Storage Co.	Pittsburgh, Pa.	Joseph A. Schantz Co.	Rochester, N. Y.
Duquesne Transfer Co.	Duquesne, Pa.	Security Warehouse Co.	Minneapolis, Minn.
Englander Drayage & Warehouse Co.	San Francisco, Calif.	W. P. Sellers	Charleston, S. C.
Fort Worth Warehouse & Storage Co.	Ft. Worth, Texas	Shanahan Transfer & Storage Co.	Pittsburgh, Pa.
Francis Cartage Co.	Cleveland, Ohio	Smith & Hicks	Richmond, Va.
Gordon Fireproof Warehouse & Van Co.	Omaha, Nebr.	M. Sweeney Co.	Fall River, Mass.
A. W. Hamblan & Co.	Boston, Mass.	M. W. Tatrow	Minneapolis, Minn.
William Heald & Co.	Atlantic City, N. J.	A. R. Tibbetts	Boston, Mass.
W. M. Herbert & Son	Youngstown, Ohio	Z. L. Travis Co.	Steuenville, Ohio
Hollywood Fireproof Storage Co.	Hollywood, Calif.	The Wahl Moving & Transfer Co.	Cleveland, Ohio
S. Hurwitz	Baltimore, Md.	Wandell & Lowe Transfer & Storage Co.	Colorado Springs, Colo.
Jackson Express & Van Co.	Chicago, Ill.	Ware Bros. Express	Vineland, N. J.
M. Kaplan & Sons Co.	Worcester, Mass.	Warner & Co.	Boston, Mass.
Kennicott-Patterson Transfer Co.	Denver, Colo.	The Weicker Transfer & Storage Co.	Denver, Colo.
Keogh Storage Co.	Fall River, Mass.	Geo. J. Wilmot's Sons	Worcester, Mass.
The Knickerbocker Storage Co.	Akron, Ohio	R. J. Wilson	Roselle, N. J.
The Knickerbocker Storage Co.	Cleveland, Ohio	Windermere Transfer & Moving Co.	Cleveland, Ohio
J. P. Kwiatkoski	Chicago, Ill.	W. F. Woods	Shreveport, La.
S. Laskau	New York City	The F. W. Zimmerman Co.	Cleveland, Ohio

There are now in actual service 4,707 White Fleets,
comprising 47,351 trucks, exclusive of single
truck installations.

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CLEVELAND